

TECHNOLOGY DEPT.



The

# Manufacturing Confectioner

with INTERNATIONAL CONFECTIONER



PUBLIC LIBRARY

SEP 2 1956

DETROIT

Vol. 36 #9  
**Stability  
of fats**

**Bulk sugar  
handling**

**SEPTEMBER  
1956**



# VANIPROX



Vaniprox is the exclusive D&O Vanilla Oil, extracted from high grade Mexican or Bourbon beans, in a refined cane sugar base. Containing all the natural, oil-soluble flavor principles present in Vanilla, including color, fixed oils, resins, and aromatics, Vaniprox is a crystalline, non-hydroscopic Vanilla sugar with a delicious, full-bodied aroma . . . and will not cake or lump! When used in part with Vanilla Extracts, Vaniprox tends to accentuate and "fix" the true Vanilla characteristic in the finished product. The chart below outlines briefly some of its major uses. Trial quantities will be sent upon request . . . also the VANIPROX BROCHURE.

PRODUCT TO BE FLAVORED	Unit Batch of Product	OUNCES (AVOIRDUPOIS) OF VANIPROX SUGGESTED PER UNIT BATCH					
		Pure Bourbon Extra "A" (1 Fold)	Pure Mexican Extra "A" (1 Fold)	Pure Bourbon #29 (3 Fold)	Pure Mexican #29 (3 Fold)	Pure Bourbon #9 (8 Fold)	Pure Mexican #9 (8 Fold)
Chocolate Coatings	100 lbs.	-	-	4½ - 6	4½ - 6	1½ - 2 See*	1½ - 2 See*
Cocoa	100 lbs.	7 - 9	7 - 9	2 - 3	2 - 3	¾ - 1	¾ - 1
Ice Cream	100 lbs. Mix	8 - 12	8 - 12	3 - 4	3 - 4	1 - 1½	1 - 1½
Ice Cream Powder (4 oz. = 1 pt.)	100 lbs.	-	-	-	-	4 - 6	4 - 6
Chocolate Syrup	10 gals.	7 - 9	7 - 9	2 - 3	2 - 3	¾ - 1	¾ - 1
Cream Centers Caramels	100 lbs.	4 - 6	4 - 6	1½ - 2	1½ - 2	½ - ¾	½ - ¾
Pudding Powder	100 lbs.	-	-	6 - 8	6 - 8	2 - 3	2 - 3
Baked Goods	100 lbs.	6 - 9	6 - 9	2 - 3	2 - 3	¾ - 1¼	¾ - 1¼
Whipping Cream	100 lbs.	2 - 4	2 - 4	¾ - 1½	¾ - 1½	¼ - ½	¼ - ½
Oil Icings	100 lbs.	4 - 8	4 - 8	1½ - 3	1½ - 3	½ - 1	½ - 1

\* It is suggested that one pound of #9 be mixed with 2 pounds of sugar, bitter chocolate, or cocoa butter, and this paste added to the coating on a basis of 4½ to 6 oz. to 100 pounds just prior to completion of grinding of chocolate mass.

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Flavor Bases  
Dry Soluble Seasonings



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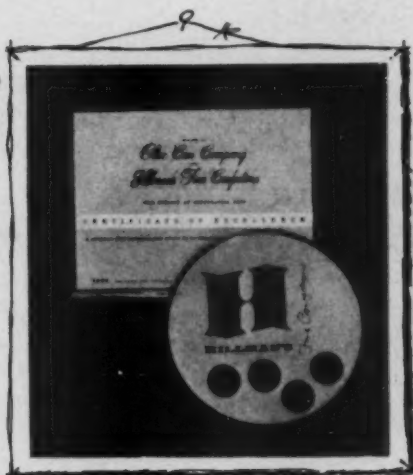
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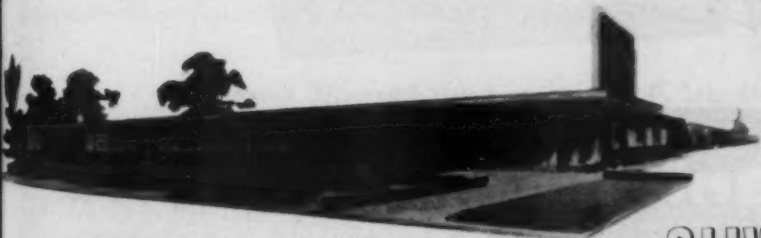


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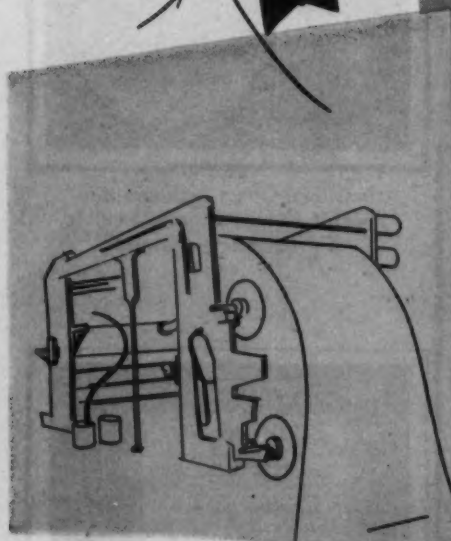
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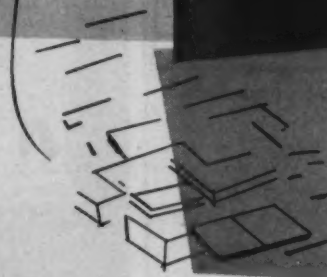
## OLIVE CAN COMPANY



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**YES!** Experience has shown that printed wraps which are "in register" have more eye appeal, give the necessary sales performance in today's super marketing. For printing sheets or rolls on a wide variety of surfaces, Daniels has the necessary precision controlled equipment to insure unobtainable printing results. It will be to your advantage to contact us.



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September 10, 1956

# Candy Business

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**Sierra Candy Company** of San Francisco seems to be out of the candy manufacturing business. Blum's, whose plant was destroyed by fire a few weeks ago, has leased the Sierra factory and is moving its salvaged equipment into it. Some production has already started, but additional machinery is still on order to replace that destroyed. No indication has been given as to the future of the Sierra name and equipment. It has been reported that **Rexall Drug** has increased its holdings in Blum's from 33% to 60%.

**A. Fred Rathbun** has been named president of the **Fred W. Amend Company**. **Fred W. Amend** is chairman of the executive committee. Rathbun joined the company in 1945, and has been a director and vice president in charge of sales for the past seven years. **Carlton L. Fischer** continues as chairman of the board, and **James C. Miller** as vice president and plant executive.

**Hoben Candy Corporation** has added a new two story building to their factory in Ashley, Illinois. It is 200 feet by 40 feet, making the full building 40 feet by over 600 feet. The new addition will include mainly wrapping material storage and shipping and warehousing space.

**Benjamin Wolf** has announced the formation of a new company, **Kitty Kay Candy Company**, of Philadelphia, which will distribute Kitty Kay brand candies to grocery stores in the area. Wolf was formerly a partner in the very successful candy re-packaging and merchandising firm of **Letty Lane**, of Westville, N.J. Letty Lane was one of the pioneers in the field of private label candy packaging and distribution through food stores, and is one of the largest operators in this specialized field.

**Almon C. Baker**, retired president of the **Brecht Candy Co.**, died August 28th. Baker was sales manager of National Biscuit Company in St. Joseph, Missouri, before he came to Brecht in 1920. He was sales manager of Brecht until 1935 when he was named president, and served in that capacity until his retirement in 1950. Baker had been a president of the Western Confectionery Manufacturers Association and a director of the National Confectioners Association.

**William A. Silverman**, board member of **W.F. Schrafft & Sons Corp.**, has been named assistant director of marketing and advertising manager of that firm.

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**Spangler Candy Company** is adding 400,000 cubic feet of space for storage and production facilities to their factory in Bryan, Ohio. A 130 by 120 foot brick and cement block building with 16 foot ceilings has been completed, and a second story addition to the main plant is under construction.

**Stephen F. Whitman & Son, Inc.** has reintroduced the Fairhill Assortment to retail at \$1.69. This is the highest priced package in the Whitman line to carry the "bargain-type" price of an odd 9¢. It seems to be an effort to give their dealers a high quality item for the price conscious buyer.

**Otto Hertz**, 78, candy consultant of Philadelphia, died August 29th. Hertz worked at Brandle and Smith Co. in Philadelphia for over 30 years, the last few as production superintendent. When that firm was merged with **Luden's**, in 1937, he managed Luden's production until his retirement in 1944. Since that time, Hertz has acted as consultant on production problems for several firms.

**Ralph P. Olmstead** has been elected a board member of the **Robert A. Johnston Company**. Olmstead is vice president and member of the board of **W.K. Kellogg Company**. He has been associated in the food field for many years as an expert in all advertising media.

**Diamond Walnut Growers, Inc.** opened its new processing plant August 23rd. It has a capacity of about 100 million pounds annually, about 70% of the domestic crop .... **William G. Paul** has joined the staff of **van Ameringen-Haebler, Inc.**, in the midwestern area .... **Carle & Montanari, Inc.** has announced the appointment of **Ted Merckens** as sales representative for the west coast, **The Paul Moore Co. Ltd.** representatives for the whole of Canada, and **James R. Giannotti** as sales engineer .... **A. Stanley Maas** has been transferred to the midwest headquarters of **Felton Chemical Company**, in Chicago, and **Noah M. Showe** has joined the firm's field staff in Detroit .... **Jack R. Habenicht**, formerly with the production department of **Fanny May Candies**, has joined **Ambrosia Chocolate Company** as salesman in the Chicago office.



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LEAST EXPENSIVE  
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HYFOAMA IS OUR ONLY PRODUCT!

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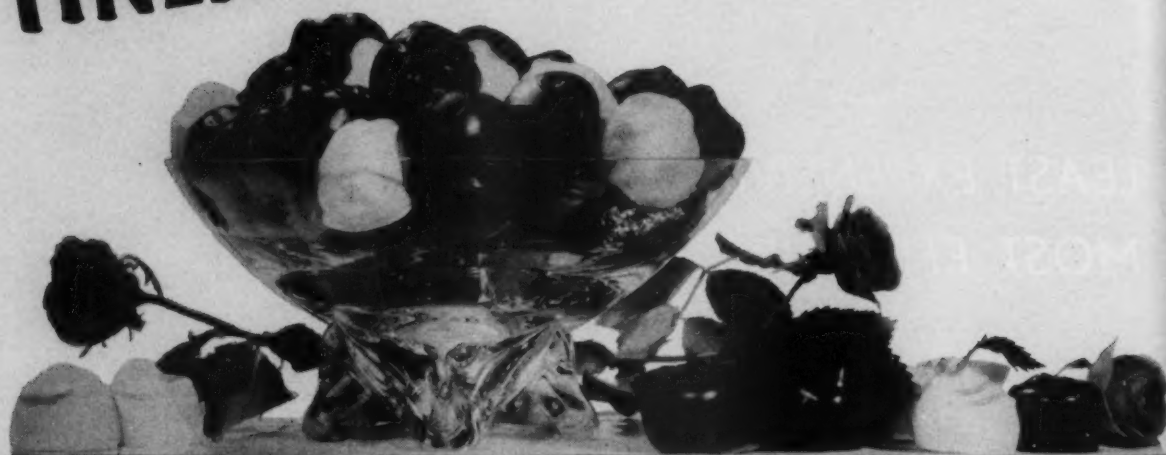
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This group of more than two dozen selected flavors, all representing skillfully balanced combinations of concentrated fruit extractives with natural and artificial fortifying agents, is one of the most popular flavor groups ever offered the confectioner. Each flavor is a happy compromise between the strictly true-fruit and synthetic varieties and each produces an effect of unsurpassed fidelity to its corresponding natural flavor. FRITZBRO® AROMES IMITATION are the ideal flavors for fondant work. They may be used also in gums and jellies, pectins, icings and syrups. To appreciate their advantages, you must try and then compare them with other brands. We'll gladly supply test samples for this purpose.

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# The Manufacturing Confectioner

with INTERNATIONAL CONFECTIONER

Vol. XXXVI

No. 9

SEPTEMBER 1956

Edited and Published in Chicago  
The Candy Manufacturing Center of the World



## Stabilization of fats incorporated in candy

The advantage of fresh butter over stored butter is shown, as well as the promising advantage of glycerol in slowing formation of free fatty acids .....Helen M. Robinson 21

## New corn syrup analyses show eight constituents

A new series of analyses give a more complete picture of corn syrup than was formerly available

Corn Industries Research Foundation 24

## Bulk sugar: receiving, storing and handling

The present practices of sugar use are described by an industry survey, together with a description of equipment and methods of sugar storage and handling .....Stanley E. Allured 31

## How Donnell's found moving profitable

The Donnell's profited from each of the planned moves that took them to four widely separated cities ..... 51

## Reading: a businessman's tool

The eighth of nine installments in a series designed to improve your reading speed and comprehension .....N. B. Smith 58

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**COVER:** Receiving sugar the easy way. With the use of new equipment and techniques, bulk sugar handling is becoming standard practice. Story begins on page 31

Founder—Earl R. Allured  
Editor—Stanley E. Allured  
Technical Editor—Wesley Childs  
Eastern Manager—James W. Allured  
Circulation Director—M. Seelman

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Yes, it's a P & S ritual to produce flavors of distinction for candy taste-treats which become your customers' favorites.

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& IMITATIONS

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## The Sweet and The Sour



Otto Windt (right), president of the AACT presents a check for \$1,000 to Philip Gott, president of the NCA for research in candymaking. Dr. L. F. Martin, who will direct the research, looks on.

### NCA research program

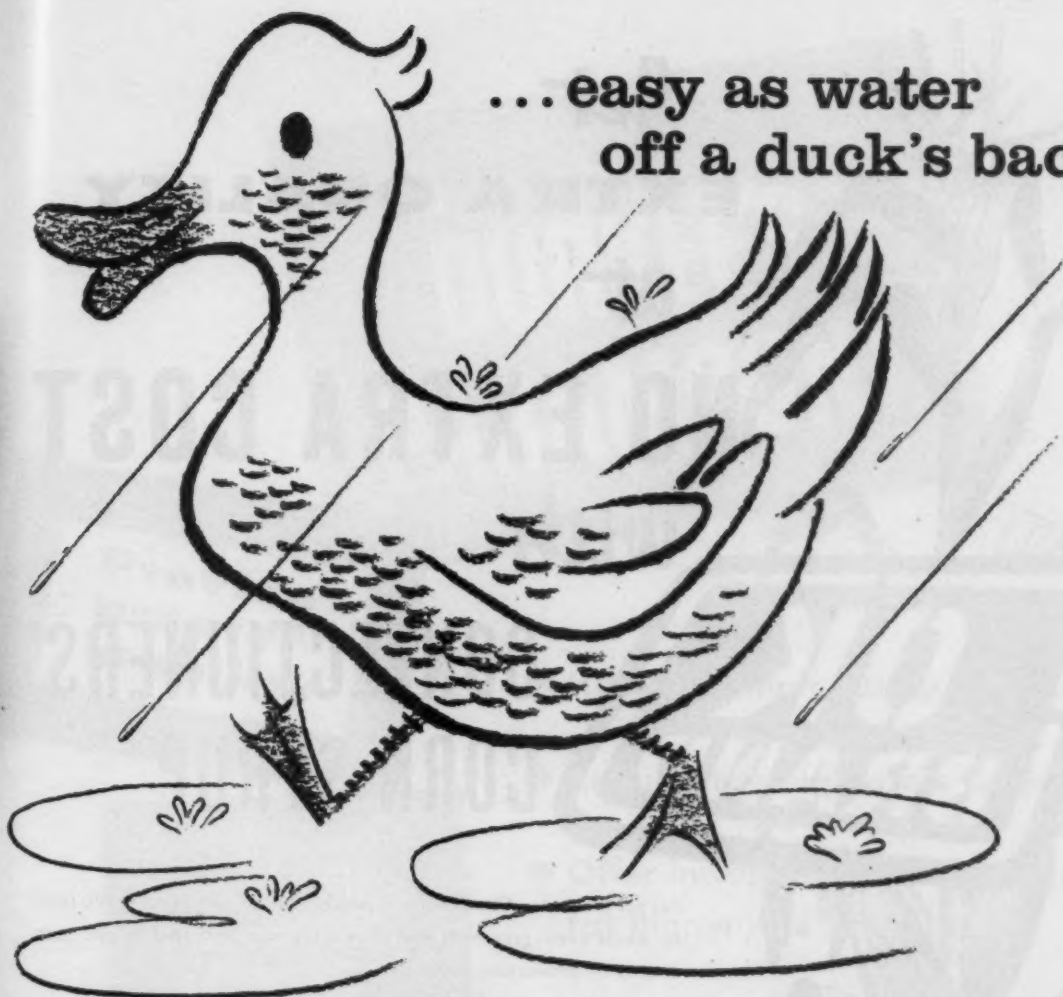
One of the very pleasant news items to come out of the NCA Convention was the information that the fund for research was to be substantially increased for the coming year. The bulk of the increased budget is slated for a new project dealing with investigations to possible improvement of fats and oils for use in candy and coatings. Other subjects on the research program, in the order of their priority, are moisture equilibrium of candies and factors affecting it, dairy products and candy, military rations, and nutritive slab dressings.

A significant addition to the funds available to the National Confectioners' Association for research was made by a donation of \$1000 to the general fund by the American Association of Candy Technologists. This donation is indicative of the importance attached to industry research by the members of the AACT, and of the high regard they have for the work being done by the NCA Research Committee and Dr. Lawrence F. Martin who heads the research activity.

### Candy Technology Course

The first Candy Technology Course given at Drexel Institute of Technology in Philadelphia, and sponsored by the Philadelphia section of the American Association of Candy Technologists in cooperation with the Philadelphia Association of Manufacturers of Confections and Chocolate, is being repeated this fall. Dr. Walter Obold, of Drexel, will again direct the course. It was found during the first course that no previous experience or higher schooling was necessary in order to benefit greatly from the explanations of basic principles of candy technology.

...easy as water  
off a duck's back



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*Batch after batch . . . with only one application*

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Put new Clearlube in your production picture as an anti-sticking agent for release of batches on cooling slabs, stock pans, trays, and tubs, or as a lubricant for rollers and scoring equipment.

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Manufacturing Chemists NEW BRUNSWICK, N. J., CHICAGO, ILL., BELLVILLE, ONT.





Get  
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at  
**NO EXTRA COST**  
with  
**CONFECTIONERS'  
CORN SYRUP**

You get that *extra Quality* you're looking for, in corn syrup made from the *finest corn grown in the corn state* and processed by the most modern of production facilities.

You *always* get that *extra Good Taste* and *Texture* your customers look for, from either OK REGULAR CORN SYRUP or OK HIGH DEXTROSE CORN SYRUP because they're meticulously "quality controlled." Try these other famous OK BRAND products for confections, too: OK THIN BOILING STARCHES and OK MOLDING STARCHES.

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75 years of making quality products from corn

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Producers across the country have joined an industry-wide switch to coatings made with Durkee's Paramount—for top performance and real economy. Maintain top quality by switching to coatings made with Durkee's Paramount.

Ask your regular coating supplier for more information about coatings made with Durkee's Paramount. Durkee's trained specialists will be glad to assist you with your coating problems.

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for September, 1956

Page 13



**This man has the answers to better candy production**

He's the man from Corn Products Refining Company, specializing in solving your candy formula problems. He'll recommend Globe and Rex Corn Syrups for many of your formulas since they are almost universally applicable. Whether you need a high, medium or regular-conversion syrup, Globe and Rex Syrups give you the desired viscosity, controlled crystallization and the correct consistency in your candy every time.

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**ASK THE MAN FROM CORN PRODUCTS** for information on your candy production problems. He can show you how to balance formulas and control results with Globe and Rex Syrups.



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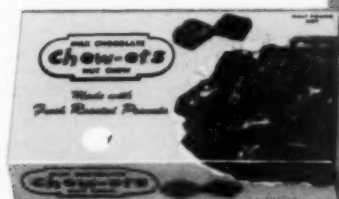
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with  
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From the stern and rock-bound coast to sunny Pacific shores, candy makers with a sharp eye for sales know how Milprint lithographed cartons make friends, fast. Their eye-catching design, brilliant color and precision printing provide that "buy me now" appeal that attracts, tells and sells more customers every hour!

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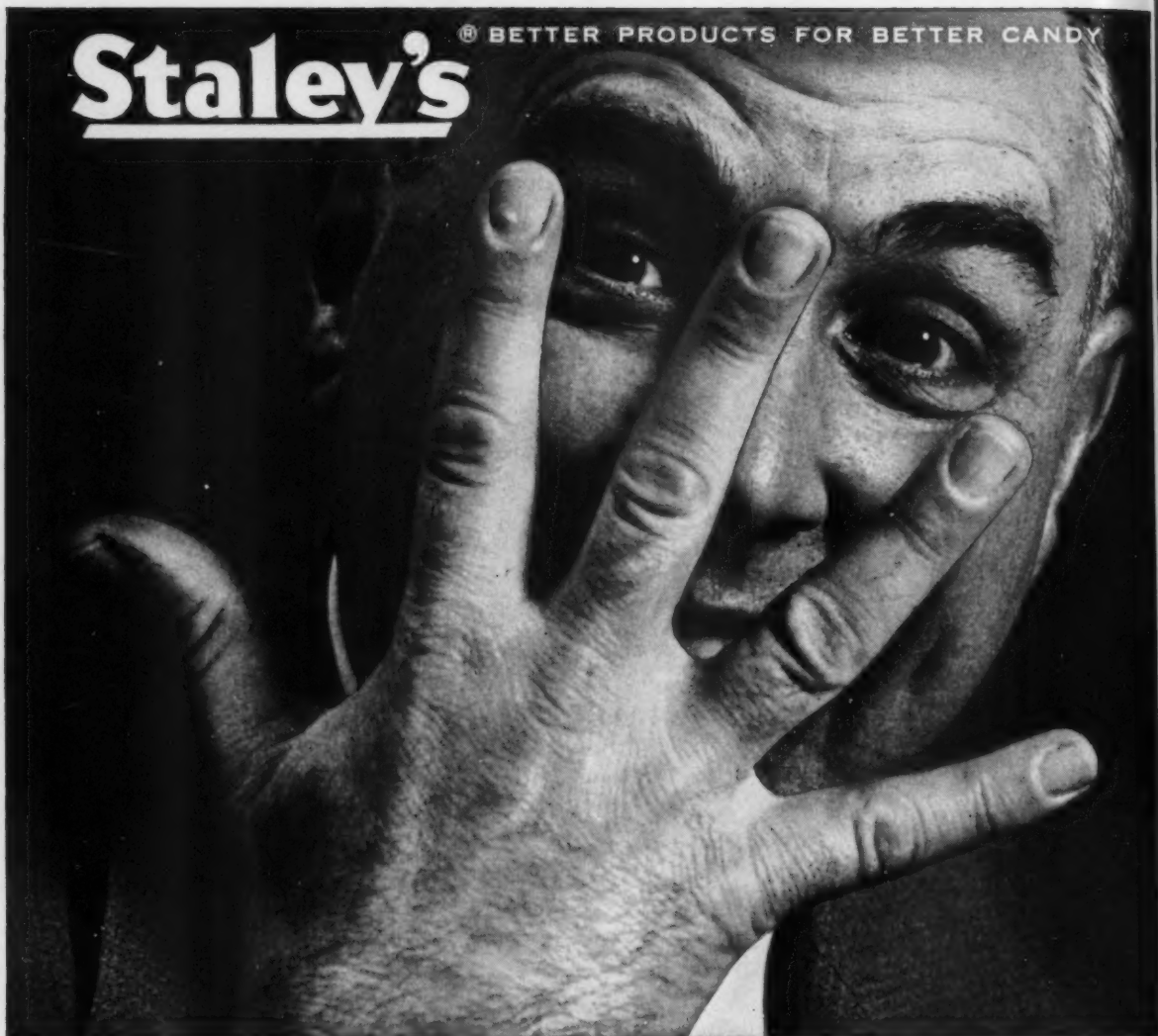
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® BETTER PRODUCTS FOR BETTER CANDY



## 5 Staley starches for better candy... one for every confectioner's needs

**1 Pure Food Powdered Starch (P.F.P.);** a sparkling white, free-flowing, thick boiling starch. Finely ground; bolted through silk. Very high degree of purity; always uniform high quality. Staley's P. F. P. Starch has bland flavor, no odor.

**2 Confectioner's ECLIPSE "F" Starch;** a modified, thin-boiling starch of high fluidity. Can be cooked to low moisture content without becoming too viscous or stringy. Bland flavor, white, odorless. Eclipse "F" Starch produces a short, tender gel with pronounced clarity.

**3 Confectioner's ECLIPSE "G" Starch;** similar to ECLIPSE "F," but with a higher fluidity. Cooks faster and thinner, deposits easier and with fewer tailings.

**4 Confectioner's Special Moulding Starch;** similar to Staley's P.F.P. Starch, but specially processed to take and hold impressions well and to be nearly dustless.

**5 Confectioner's Dusting Starch;** a clean, white starch with excellent spreading properties. Uniform, finely powdered.

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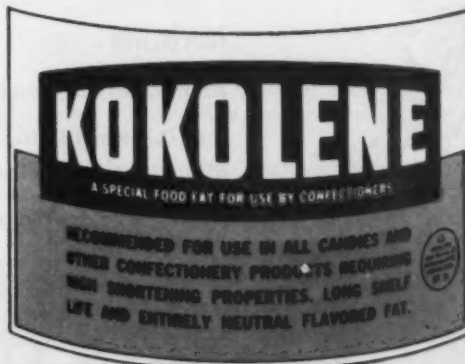
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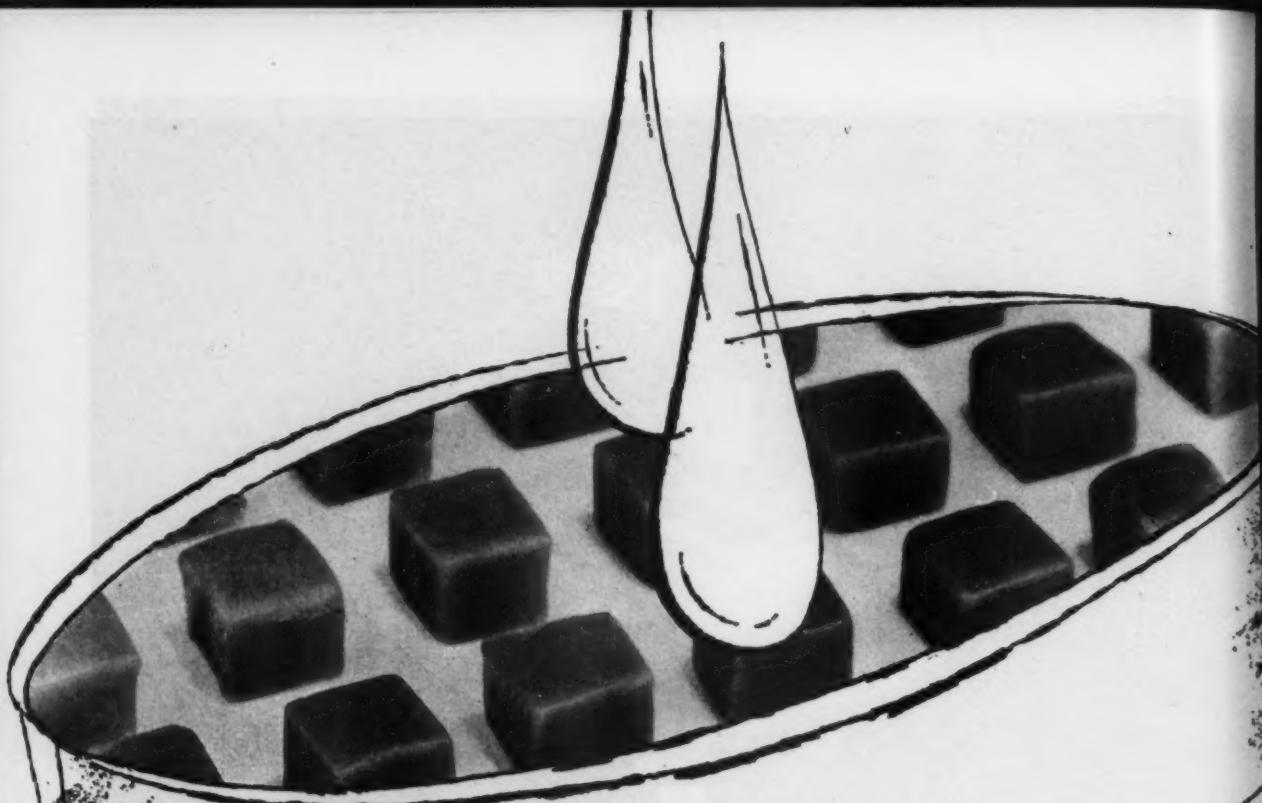
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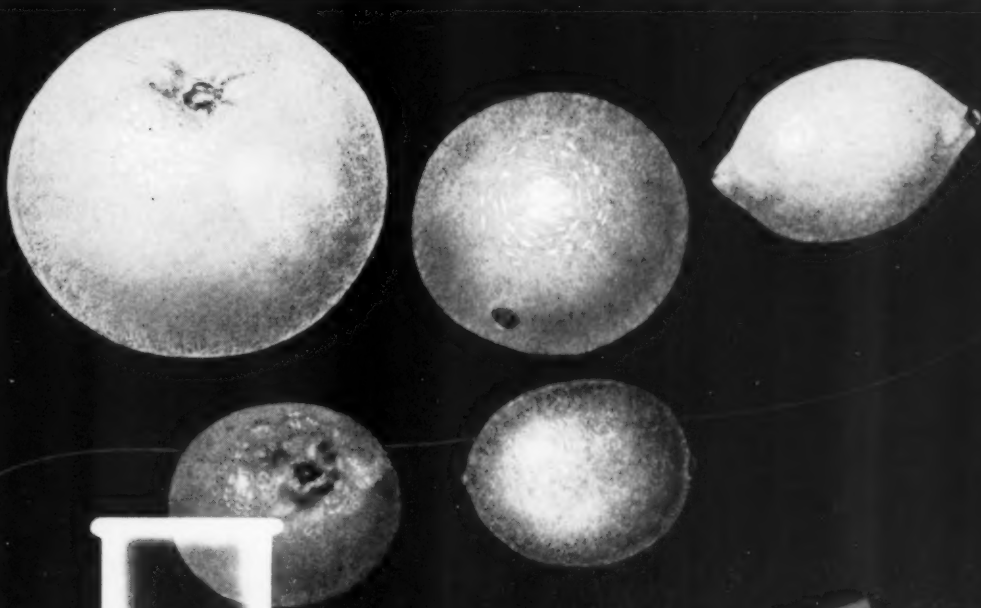
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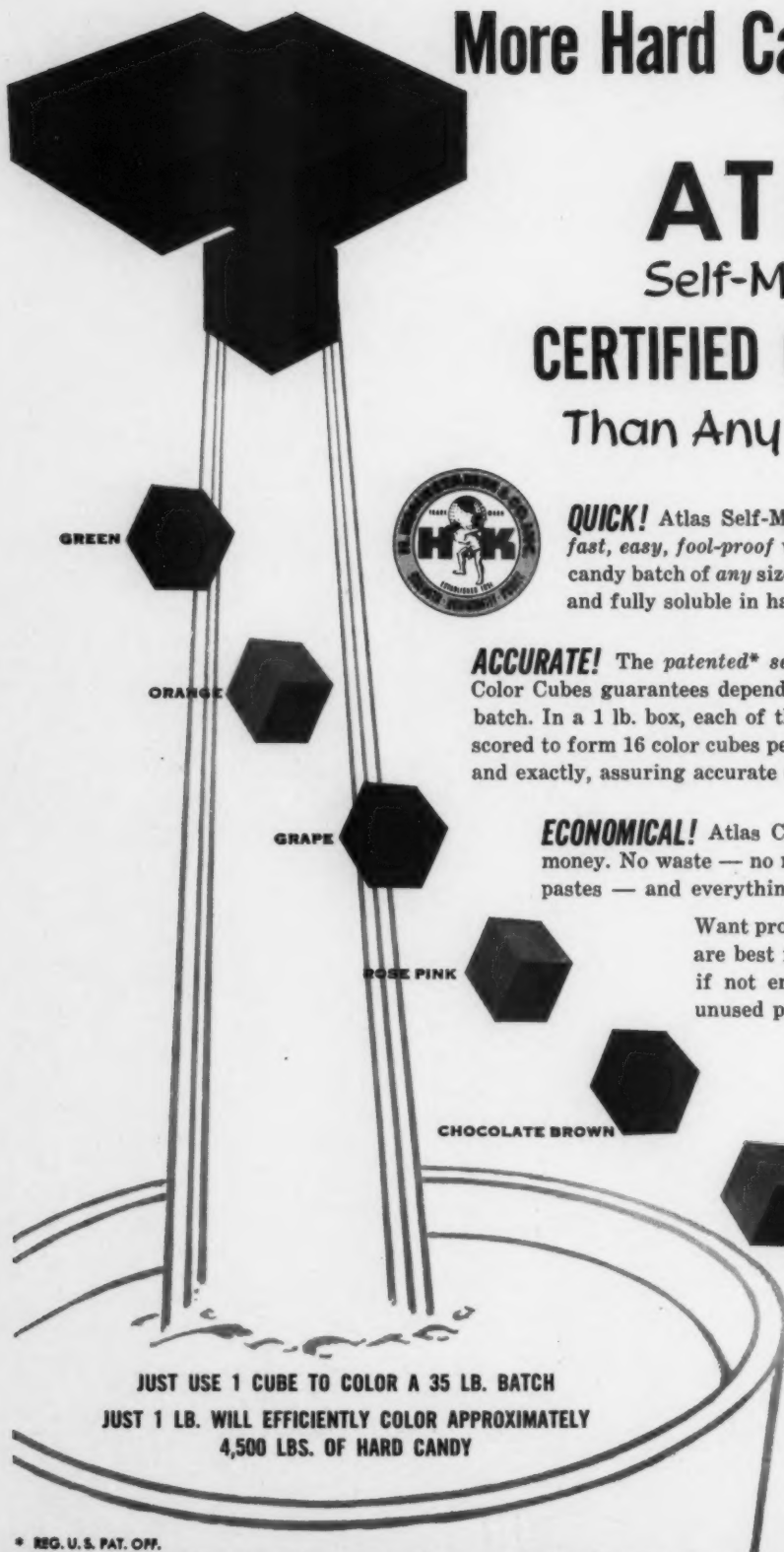


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# Stabilization of fats in candy

## II The importance of free fatty acids<sup>1</sup>

by HELEN M. ROBINSON, *Southern Regional Research Laboratory, New Orleans*<sup>2</sup>

A previous paper from this Laboratory (4) reported a study on the stability of fats incorporated in candies such as cream fondants, caramels, nougats, and fudges, which frequently become rancid on storage. The presence of sugar and flavoring may mask the presence of deteriorated fats when the candy is fresh, but in time objectionable taste and odor develop.

In the earlier work at this Laboratory a method using copper oleate was employed to accelerate deterioration of fat-containing candies. With this rapid test method the effectiveness of antioxidants in preventing deterioration was determined. The results showed that at least two types of rancidity—oxidative and hydrolytic—develop in the fat-containing candies. The addition of an antioxidant protected the fat from oxidative but not from hydrolytic rancidity. Even with an antioxidant present that prevented oxidative rancidity, butter cream fondants developed an off-taste and odor in a short time owing to free fatty acids formed by hydrolysis of the glyceride fat.

For this reason additional stability tests were made

on candies in which no copper oleate was added to accelerate deterioration. Different types of fat-containing candies, as well as the fats alone, were stored with and without added antioxidants or other additives and the effects were compared through chemical analyses of the fats after storage intervals. In particular the use of glycerol to prevent the formation of free fatty acids was investigated.

### Experimental

#### *Types of Candies*

Fudges, caramels, nougats, and cream fondants were investigated. More experiments were made with the cream fondants than with the other types since these candies deteriorate more rapidly. This was shown clearly in the previous work (4) and in early studies of this investigation.

#### *Types of Fats*

Butter, hardened vegetable oil, commercial animal fat shortenings, and hardened coconut oils were used. Tests were made to determine whether freshly churned butter was better than butter of high score that had been stored. For this work, part of a sample of freshly churned butter was used in preparing cream fondant, caramels, and fudge. The remainder was placed under refrigerated storage for one month and then used in similar preparations. No antioxidants were employed.

<sup>1</sup> Presented before the meeting of the Institute of Food Technologists, June 8-11, 1952, at Grand Rapids, Michigan.

<sup>2</sup> One of the laboratories of the Southern Utilization Research Branch, Agricultural Research Service, U. S. Department of Agriculture.



## Procedure

When an antioxidant was used it was put into the melted fat, which was then added to the candy mixture, usually after the cooking was completed and the batch had cooled to about 110° F. (43° C.).

Fat samples and the fat-containing candies with and without antioxidants were stored in air ovens at 86° F. (30° C.) and in one case at 100° F. (37.8° C.). At intervals of 2, 4, 6, 9, 15, and 21 weeks samples were removed. The soluble constituents were dissolved in water and the fats extracted and analyzed. Peroxides were determined by the method of Wheeler (6) and free fatty acids by the Official Method of the American Oil Chemists Society (3).

Butter controls were stored together with samples containing 1% and 2% glycerol based on the weight of the entire batch. Besides storing samples at the usual 86° F. (30° C.) another set was stored at 100° F. (37.8° C.).

A commercial hydrogenated coconut oil was tested in samples of cream fondant and nougat which were stored at 86° F. (30° C.).

## Results

Regardless of the type of candy used, the stabilizing effects of any one agent were comparable. The speed of deterioration varied, usually in descending

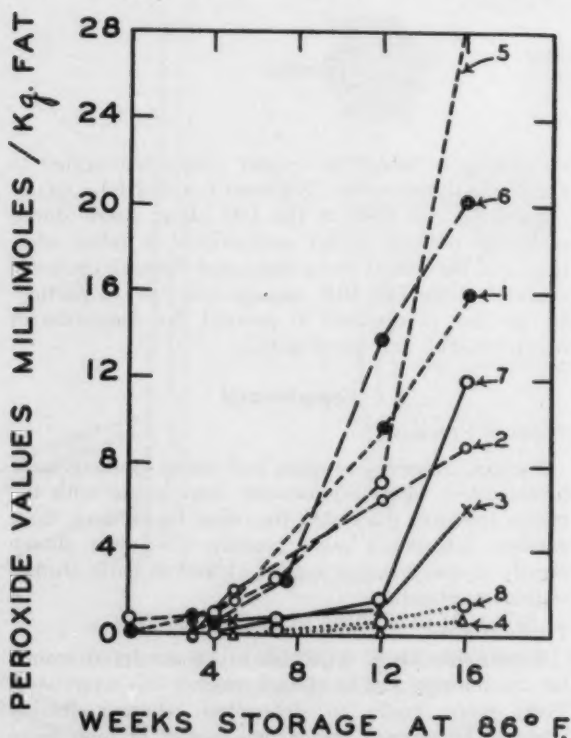


Figure 1—Comparison of Peroxide Values of Candies made with Fresh and with Stored Butter.

- |                        |                         |
|------------------------|-------------------------|
| 1. Fresh Butter Sample | 5. Stored Butter Sample |
| 2. Creams )            | 6. Creams )             |
| 3. Fudge )             | 7. Fudge )              |
| ) Made with            | ) Made with             |
| ) fresh butter         | ) stored butter         |
| 4. Caramels )          | 8. Caramels )           |

order as follows: Cream fondants, fudges, nougats, and caramels.

Figure 1 shows the comparative results with fresh butter and with the same butter after 1 month's refrigeration. The peroxide developed by the fat during storage indicates the superiority of the freshly churned butter as an ingredient of candy over the refrigerated butter, still apparently in good condition.

Table 1 shows the peroxide values obtained from a number of samples of butter cream fondant using different antioxidants. It is seen that a number of antioxidants gave complete protection against oxidative rancidity for the length of the experiment. It will be noted the glycerol was of no value in this respect.

As seen from results in Figure 2, many of the samples show high contents of free fatty acids after 4 weeks, indicating hydrolytic rancidity; from then on the amounts increase rapidly. The addition of glycerol retarded the formation of free fatty acids. For almost 9 weeks the additions of 1% and 2% glycerol were equally effective in keeping down free fatty acid content at both 86° F. (30° C.) and 100° F. (37.8° C.), but after that free fatty acids formed rapidly at the higher temperature at both levels of glycerol.

Free fatty acid values in butter cream fondant with added antioxidant and/or glycerol were determined. Each sample containing glycerol showed a lower free fatty acid value than the corresponding sample without glycerol.

TABLE I  
Peroxide Values of Fat in Butter Creams Containing Added Antioxidants  
(All candies contain 5% butter.)

	% anti-oxidant used	Weeks storage at 86° F. (30° C.)					
		2	4	6	9	15	21
Butter	..	0	0	0.3	1.0	..	1.8
Cream Fondant	..	0	0.8	..	..	5.0	7.3
Cream Fondant containing:							
Brewers' Yeast	100	0	0	0	0	0	2.0
Butylated hydroxyanisole	0.005	0	0	0	0	0	0
Conidendrols	0.10	0	0	0	0	0	0
2-6-ditertiary butyl para cresol	0.01	0	0	0	0	0	0
Glycerol	1.0	0.8	1.0	..	3.7	5.0	9.1
Inositol	0.005	0	0	0	0	6.1	21.6
Lauryl Gallate	0.005	0	0	0	0	1.1	7.5
Antioxidant mixture #1b/	0.05	0	1.0	..	..	2.1	3.2
Antioxidant mixture #2c/	0.05	0	0	0	0	0	0
Nordihydroguaiaretic acid	0.01	0	0	0	0	0	0
Oat Flour #1	24	0	0	0	0	0	0
Oat Flour #2	24	0	0	0	0	0	0
2-2'-Methylene-bis (4-Methyl-6-tert-butyl) phenol	0.10	0	0	0	0	0	0
Primary yeast	100	0	0	0	1.0	5.1	7.2
Propyl Gallate	0.005	0	0	0	0	0	0

a/ Calculated on the weight of the fat.

b/ Propyl gallate, cephalin, lecithin, alpha and gamma tocopherols and citric acid.

c/ Propyl gallate, cephalin, lecithin, butylated hydroxyanisole, and citric acid.

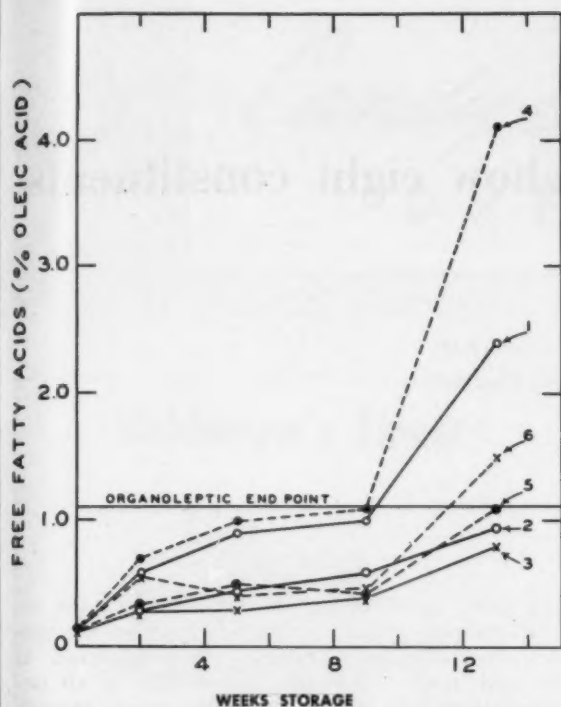


Figure 2—Free Fatty Acids in Butter Samples with added Glycerol.

- |                                |                                 |
|--------------------------------|---------------------------------|
| 1. Butter Control              | 4. Butter Control               |
| 2. Butter + 1% Glycerol) 86°F. | 5. Butter + 1% Glycerol) 100°F. |
| (30°C.)                        | (37.8°C.)                       |
| 3. Butter + 2% Glycerol)       | 6. Butter + 2% Glycerol)        |

### Discussion

The above results show that the stabilizing agent to be incorporated should be selected on the basis of the fat or shortening to be used.

When high grade vegetable fats are used antioxidants are usually present to protect against oxidative rancidity. Protection against free fatty acids is unnecessary because any free fatty acids formed will be of high molecular weight in most cases, and these will not impart an unpleasant taste or odor to the candy.

Animal fat shortening as supplied by the manufacturer contained an antioxidant, butylated hydroxyanisole. For this reason animal fat shortening in cream fondant and fudge was as stable to oxidative rancidity as any vegetable fat, but free fatty acids were formed and these were of low molecular weight and objectionable odor.

Butter is more susceptible to oxidation than are the vegetable fats or the other commercial animal shortenings containing added antioxidants. This study of the deterioration of butter in candies makes possible an evaluation of antioxidants, many of which are quite effective in prolonging shelf-life. Protection against hydrolytic rancidity is of even greater importance in the case of butter and the reported experiments using glycerol indicate a possible means of protection against this type of deterioration.

Hardened coconut oil, because of its initial high saturation, is often recommended as a suitable fat for candies. Coconut oil has a high content of low

molecular weight saturated fatty acids. Its melting point is usually 75-80° F. (24-27° C.) and its solidifying point 5° C. lower. Bailey (1) says: "The low melting point of coconut oil is not caused by a relatively high degree of unsaturation, as in the case of ordinary oils, but rather, by the low molecular weight of its glycerides. Coconut oil contains a greater variety of fatty acids than most oils, but this variety is occasioned by differences in the molecular weights of saturated acids, rather than by differences in the degree of saturation of the acids."

Since it is highly saturated, coconut oil is extremely resistant to the development of oxidative rancidity. Hydrolysis can occur, however, and the free fatty acids formed are very objectionable in an edible product such as candy. The low molecular weight acids of coconut oil are more volatile and soluble and affect the flavor more than the higher molecular weight acids, such as are found in cottonseed oil.

### Summary and Conclusions

The value of adding various antioxidants and glycerol to the fats incorporated in candies has been investigated. The fats used included butter, hardened vegetable oil, commercial animal fat shortenings, and hardened coconut oil. Candies containing freshly churned butter had better keeping quality than those made with a high-score butter stored under refrigeration.

Eleven antioxidants gave excellent protection against oxidative rancidity. The formation of free fatty acid was retarded by the addition of glycerol but not by the addition of antioxidants.

### Acknowledgment

Acknowledgment is made to Mr. Frank G. Dollear and Dr. W. G. Bickford of the Oilseed Section of this Laboratory for their generous help and advice on this work.

All candies used in these tests were prepared especially for the work by Mr. Fred J. Fahs, candymaker for the National Confectioners' Association, whose cooperation made this study possible.

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# New corn syrup analyses show eight constituents

Technical Advisory Committee  
Corn Industries Research Foundation

Chromatographic analyses of 91 samples of corn syrup and other cornstarch hydrolyzates by three laboratories give a more complete picture of the composition of these products than has previously been available. Listing eight components in place of the previous four, the analyses covered acid hydrolyzates over a D.E. range from 11.5 to 67.7 (D.E., or dextrose equivalent, is a measure of the reducing-sugar content calculated as dextrose and expressed as a percentage of the total dry substance). Samples from all American manufacturers were included.

The analyses were made under the direction of a special subcommittee of the Technical Advisory Committee of Corn Industries Research Foundation, Inc., consisting of G. T. Peckham, Jr., Clinton Corn Processing Company, chairman; H. L. Cox, Corn Products Refining Company; J. W. Evans, American Maize-Products Company; and R. L. Whistler, Purdue University. Analyses were made in the laboratories of Clinton Corn Processing Company, Corn Products Refining Company and Purdue University. Some of the samples were analyzed by all three laboratories, others by only one or two.

In the past, analyses of cornstarch hydrolyzates have shown only dextrose, maltose, higher sugars and dextrans. For some time industry people have felt that the terms "higher sugars" and "dextrans" are two broad and not suffi-

ciently definitive to give an adequate picture of the composition of the hydrolyzates, especially the corn syrups. The new tests therefore were devised to show a more detailed breakdown of the constituents.

Corn-starch hydrolyzates are complex mixtures of many saccharides (carbohydrates). Only part of the starch is converted to the simple monosaccharide, dextrose. A portion also is converted to the disaccharide, maltose. The remainder consists of polysaccharides of larger and more complex molecular structure, the proportions decreasing with increasing molecular size. The proportions of mono- and disaccharide increase as D.E. increases, for these are the principal reducing sugars.

As shown by the accompanying

table, which summarizes the results of the new analyses, the various samples were analyzed to determine percentages of all saccharides from the mono- through the hepta- level. Those higher than the heptasaccharides are grouped together and shown as "higher saccharides," which includes the constituents formerly called dextrans. Although data in the table are presented to values of 0.1 percent, it is believed that they should be considered accurate only to  $\pm 1.0$  percent. For example, the monosaccharide content of a 40 D.E. corn syrup might range from 15.9 to 17.9 percent. Since the data covers syrups made by all manufacturers, this degree of accuracy is considered an excellent indication of the uniformity of the industry's products.

COMPOSITION OF ACID-CONVERTED CORN SYRUPS AND OTHER  
CORN-STARCH HYDROLYZATES AS DETERMINED BY  
CHROMATOGRAPHIC ANALYSES  
(Carbohydrate Basis)

Dextrose Equivalent	Per Cent Saccharides							
	Mono-	Di-	Tri-	Tetra-	Penta-	Hexa-	Hepta-	Higher
10	2.3	2.8	2.9	3.0	3.0	2.2	2.1	81.7
15	3.7	4.4	4.4	4.5	4.3	3.3	3.0	72.4
20	5.5	5.9	5.8	5.8	5.5	4.3	3.9	63.3
25	7.7	7.5	7.2	7.2	6.5	5.2	4.6	54.1
30	10.4	9.3	8.6	8.2	7.2	6.0	5.2	45.1
35	13.4	11.3	10.0	9.1	7.8	6.5	5.5	36.4
40	16.9	13.2	11.2	9.7	8.3	6.7	5.7	28.3
45	21.0	14.9	12.2	10.1	8.4	6.5	5.6	21.3
50	25.8	16.6	12.9	10.0	7.9	5.9	5.0	15.9
55	30.8	18.1	13.2	9.5	7.2	5.1	4.2	11.9
60	36.2	19.5	13.2	8.7	6.3	4.4	3.2	8.5
65	42.5	20.9	12.7	7.5	5.1	3.6	2.2	5.5
67	45.1	21.4	12.5	6.9	4.6	3.2	1.8	4.5

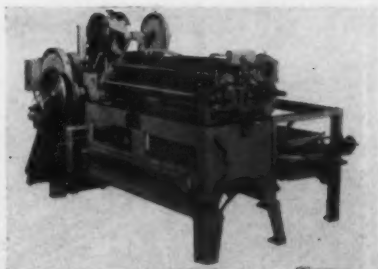
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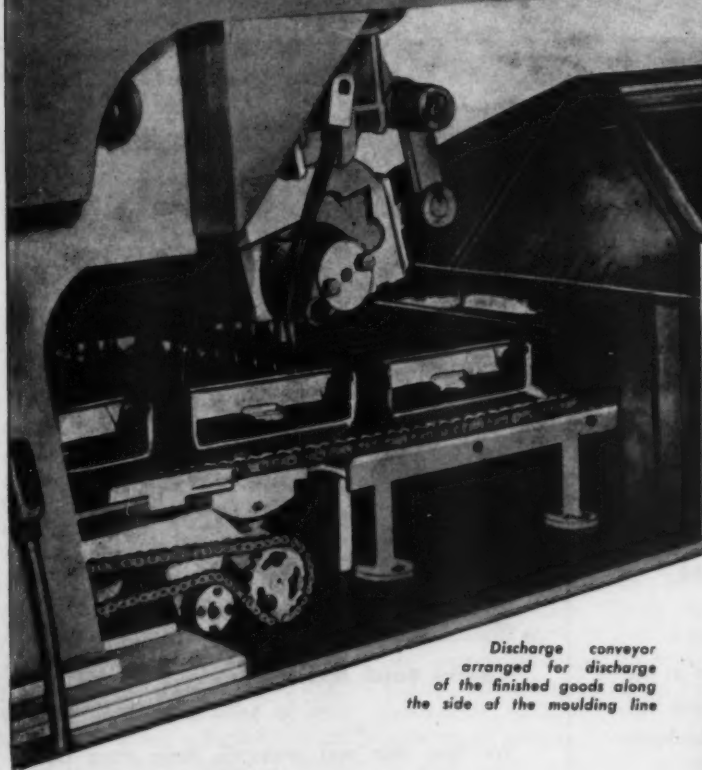
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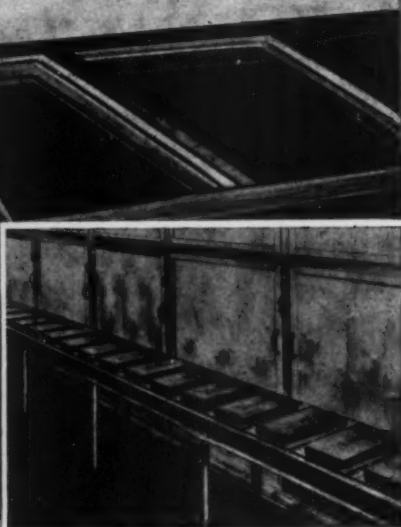
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floor	.....	.....	.....	.....	.....	.....
lbs	.....	.....	.....	.....	.....	.....
floor	.....	.....	.....	.....	.....	.....
lbs	.....	.....	.....	.....	.....	.....
floor	.....	.....	.....	.....	.....	.....
lbs	.....	.....	.....	.....	.....	.....
floor	.....	.....	.....	.....	.....	.....

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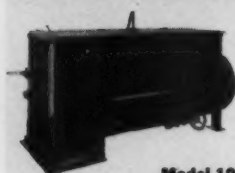
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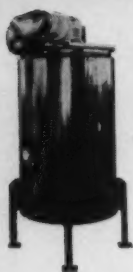
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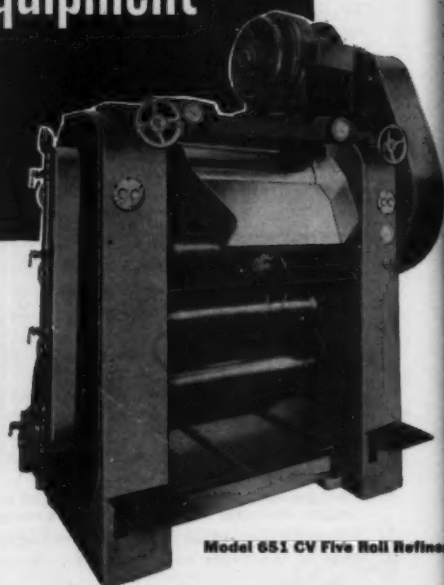
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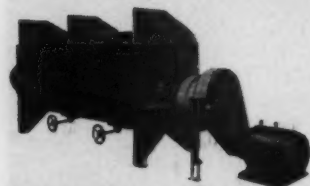
2000 lb. Mixing and  
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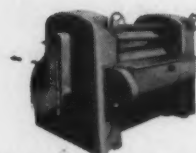
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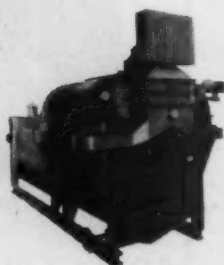
Model 450 Twin Paste Mixer



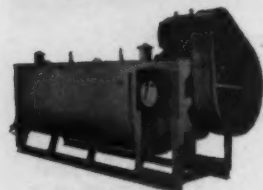
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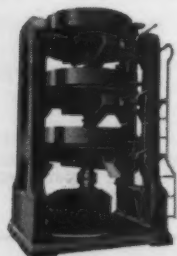
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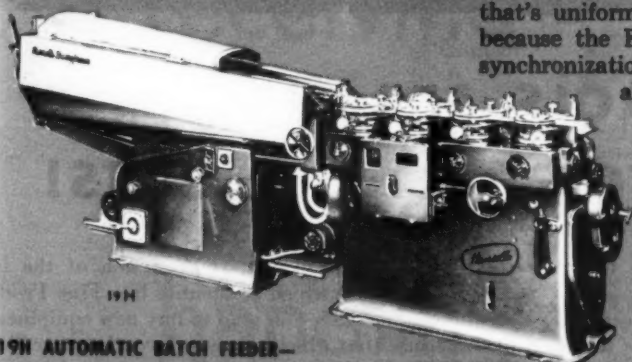
## sizes 265 feet of rope per minute -automatically!

That's right—265 feet of rope per minute, formed, fed and sized, is the remarkable output of the high-speed Hansella 19H-65D combination. And the compact Hansella 73E can deliver up to 175 feet of sugar rope per minute.

"Automatically" means just that — these Hansella installations *eliminate* hand feeding and hand sizing by doing all the work mechanically. In fact, they do so much of the work automatically, one person can handle as many as *three* machines, simply by pushing buttons!

The Hansella units shown here are new-design versions of earlier models, and they combine the best characteristics of those world-famous machines with many new features.

For example, a Hansella unit always produces rope that's uniform in size and constant in cross-section, because the Feeder and Sizer are locked in perfect synchronization, giving the operator full control at all production speeds.



**19H AUTOMATIC BATCH FEEDER—  
65D HIGH-SPEED ROPE SIZER**

Fully-automatic, continuous pulling-out of filled and solid candies, striped or single color, in all types of high boiled sugar batches... distortion-free striped candy... fast wash-up and changeover.

Floor space.....19H—approx. 6'6" by 2' by 6' high  
65D— " 3'5" by 2'6" by 3' high

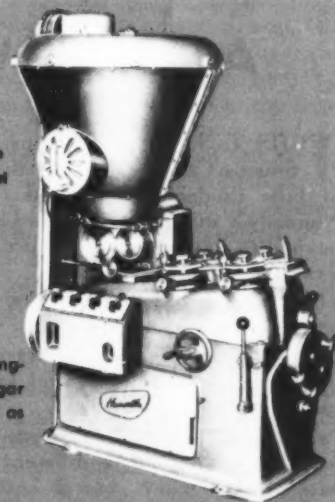
Speed of rope..16 To 265 Feet Per Minute  
Final rope size.. $\frac{3}{16}$ " minimum;  $1\frac{1}{4}$ " maximum

65 D

**73E FEEDER AND ROPE SIZER**

For fully-automatic and continuous pulling-out of all one-color, high boiled sugar batches, and all low boiled masses such as taffy, caramel, and taffee.

Floor space.....4'6" by 3'6"  
Speed of rope..16 to 175 feet per minute  
Final rope size.. $\frac{3}{16}$ " minimum;  $1\frac{1}{4}$ " maximum



73 E

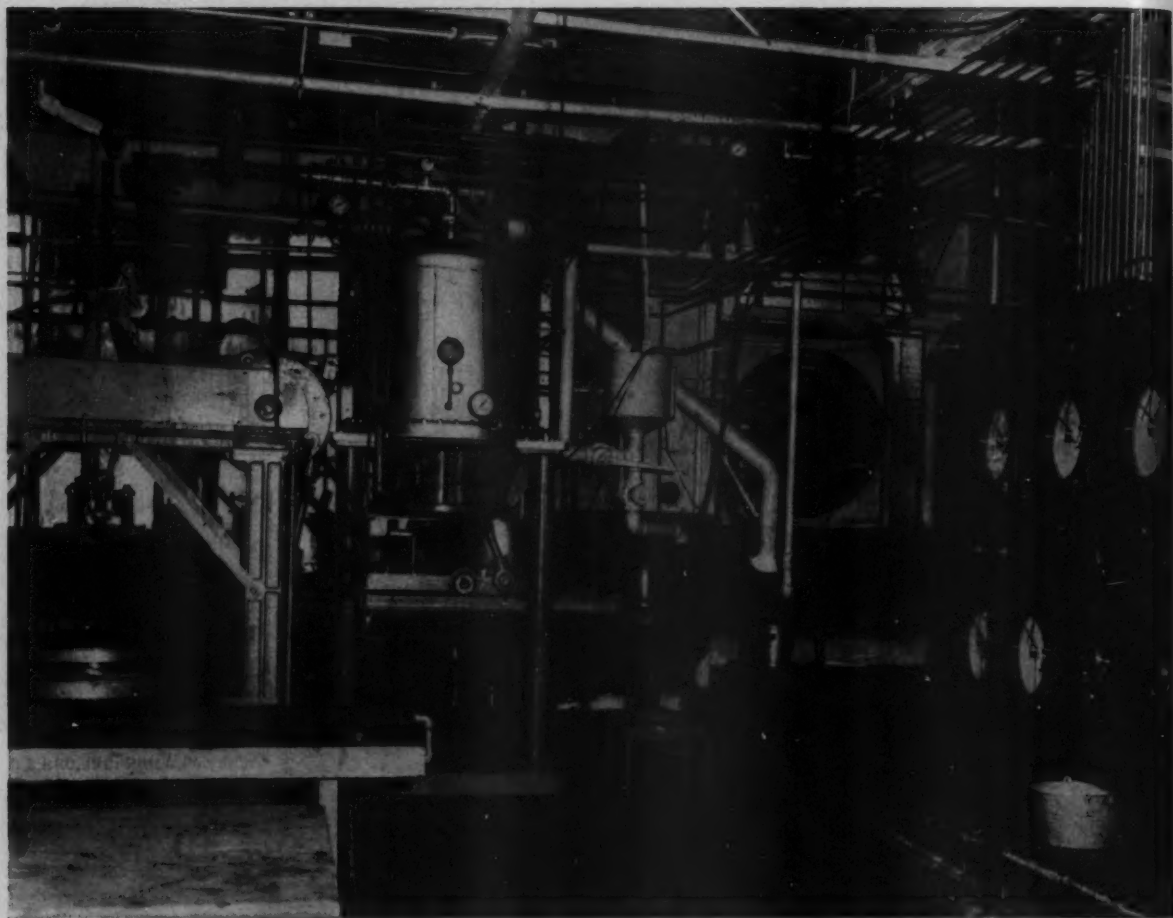
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Illustrated literature  
containing additional  
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There are three types of Taylor Instruments at work here for Fine Products Corp.

**Taylor FULSCOPE® Pressure Controllers** precisely control steam pressure in the cookers—and keep permanent chart records of this pressure.

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These fully automatic Taylor systems cut product waste and require the very minimum in operator atten-

tion. They insure continual production of the high-quality candy for which companies like Fine Products are known. Whether you plan to buy new equipment or to modernize that which you now have, let your Taylor Field Engineer show you how Taylor controls can give these same benefits to your plant. Write for **Catalog 900**. Taylor Instrument Companies, Rochester, N. Y., and Toronto, Canada.

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IN HOME AND INDUSTRY

These bulk sugar tanks at Tuxedo Candy Company hold beet and cane sugar. They are filled from center dump trucks, and feed the candymaking process by a mechanical system.

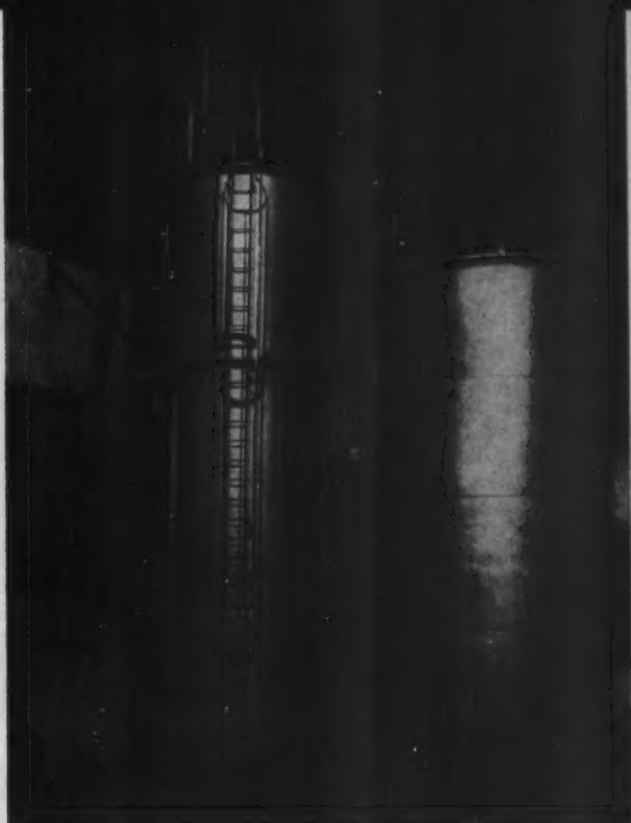
# Bulk sugar: receiving storing handling

by  
STANLEY E. ALLURED  
editor

**B**ulk handling of sugar has developed in the last ten years to the point where it is becoming the accepted form of delivery and usage. The two major reasons for this development are related to cost. One is the savings given by the refiner on bulk sugar due to elimination of costs of bags and the bagging operation. Second is the reduced labor cost to the sugar user in the emptying of cars, and storage and delivery of sugar to process. The amount of this savings on the part of sugar users varies considerably from plant to plant, and in different parts of the country. It has been estimated from 10¢ per hundred to as high as 50¢ per hundred.

Additional arguments for handling sugar in bulk relate to lessened sugar loss. In the process of emptying sugar from bags, some sugar loss is inevitable from that left in the bag and from spillage. Another advantage is the elimination of loss from bag breakage, and the resulting unsanitary conditions in storage and processing areas.

Bulk shipment of sugar logically started, and has advanced the farthest, in those areas adjacent to refiners. Before much of the present modern equipment was developed for bulk transport of this commodity, rather makeshift arrangements were made, and were successful, where only short distances were involved. Candy companies on the East Coast, where the bulk of cane sugar refining is done, were the



pioneers in this movement. It quickly spread to the West Coast refiners and is slowly, but surely, becoming accepted in the Middle West.

A 2,000 mile trip for a bulk sugar car is now commonplace. However, the spread of the use of bulk sugar into the Middle West awaited that recent development. With almost a complete lack of refining facilities, users were limited to bag sugar much longer than those in close proximity to refiners on the East, West and Gulf Coasts.

A wide variety of handling systems are employed to move and store bulk dry sugar. The two basic moving methods are mechanical and pneumatic. The mechanical system involves the use of screw conveyors, bucket elevators and chutes. The pneumatic system makes use of a powerful air blower, with ducts and dust collectors. Either system will move sugar from one place to another automatically and continuously, and can be controlled from any place within the factory. Another system that depends partially on one of the above mentioned types, is the unit container system. Unit containers are filled whether at the refiner or from bulk shipment vehicles at the user's plant, and store the sugar until ready for use.

A strictly mechanical system receives sugar from a bulk delivery vehicle and conveys it via horizontal and vertical mechanical flights into storage bins. It is reclaimed from them and fed in a similar manner to points of process use. It is a tightly closed system, relatively expensive to install but very efficient in operation.

The pneumatic system is a sealed system that employs a blower for motive power. Either the suction or pressure side of the blower can be used for sugar movement, and often both are employed. It is a completely sealed system, relatively expensive to install, and seems to be particularly adaptable when sugar usage is at only one point. There is also more particle size reduction in a pneumatic system than in the other types, unimportant when the end use of the sugar involves dissolving or grinding.

Unit containers provide the most flexible system. The containers hold about 3600 pounds of sugar each, and are of airtight aluminum construction. In cases where the sugar user is close to a refiner, the bins are loaded by fork truck onto a flat bed transport and carried to the refiner for filling. Back at the factory the bins are unloaded and stored pending use. When the sugar is needed, bins are placed on a tilting rack and a trap door at the bottom of one side is opened. As the bins tilt, sugar flows out directly into process, or into other conveying systems that deliver it to use points. In plants some distance from refineries, sugar is shipped by truck or rail car and delivered into these portable bins for storage and delivery to use points.

Liquid sugar is another method of moving sugar. This system is more limited, geographically, than other bulk systems, as distance from refiners becomes a much more critical problem. Since the usual sugar syrup is shipped at about 70% solids, 30% of the shipping weight is water, a very heavy freight burden over long distances. A liquid sugar system is probably



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Factory Representative: G. B. Hislop  
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"Airslide" bulk sugar car, a 100,000 pound package, unloads into an in-plant system

the simplest of all to operate, and is less expensive than most bulk systems to install. Unfortunately, however, the conversion to liquid from dry in the usual candy factory involves a slight formula modification, a process that candymakers are notoriously reluctant to follow.

The internal plant system of liquid sugar handling involves pipes, pumps and valves. It can be made as automatic as the processes can allow. One of the minor problems involved with liquid sugar is the measurement, which is almost always volumetric. If meters are used they must be checked for accuracy regularly, as small errors in measuring will amount to large losses in material over a period of time.

At present, most confectionery plants that use over 1 million pounds of sugar each year have some type of bulk handling system. In many of them, sugar is received in bags, but is dumped near the receiving dock into an inplant mechanical system that delivers it to one or more use points throughout the plant. This type of system is quite common in plants that are distant from refiners. It is a partial answer to savings in handling sugar.

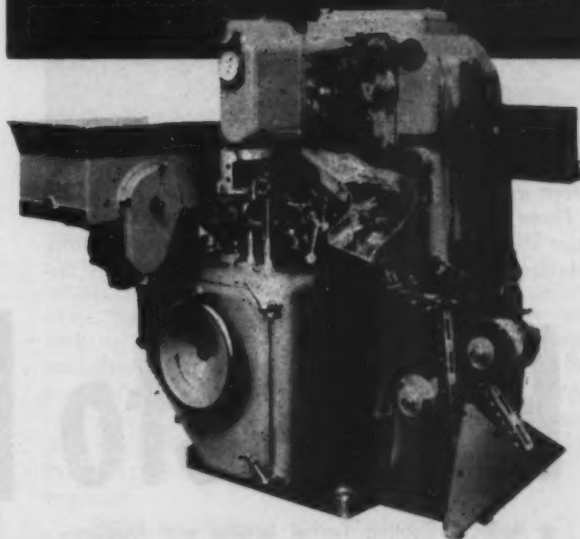
F & F Laboratories of Chicago, makers of cough drops and hard candies, dump sugar from bags in their warehouse into storage bins. A bucket elevator and screw conveyor carry sugar to the cooking room where it is fed to a traveling weight hopper. When enough for one batch is in the hopper, the cooker operator can push a button that moves the hopper over one of the melt kettles and sifts the sugar into it. The entire operation is automatic, with the only control that of the cooker operator who pushes the button that determines which kettle is to receive the load of sugar.

York Caramel Company receives sugar in bags, but handles it from a central bag dump automatically. When a master mix is being made up, the required number of bags of sugar are dumped, with screw and elevating conveyors carrying it into the jacketed mixing tank.

We took a rather extensive survey of present practices of candy manufacturers in receiving and handling sugar. This involved the use of a questionnaire

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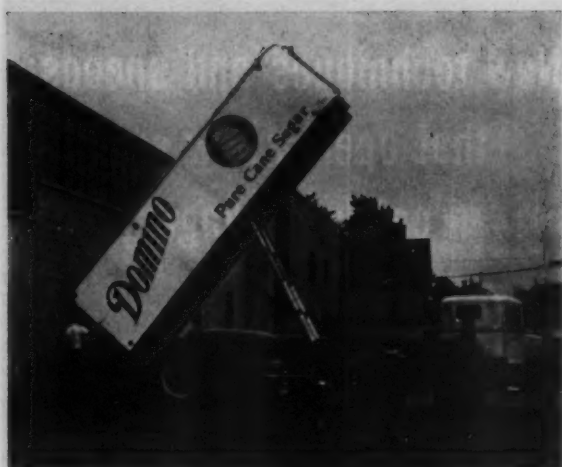
Dust and crumbs automatically removed during operation, fully automatic feed; with operating and maintenance costs at absolute minimum.

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Bulk sugar truck dumps into a conveyor that feeds storage and distribution system

that was distributed to firms throughout the country. Over two hundred were returned completed. While, for obvious reasons, there was a rough pattern in methods of sugar handling from different parts of the country, the replies showed that different factories solved their sugar handling problems in many different ways.

There was, for instance, no agreement on the minimum volume that was necessary for economical bulk handling. Two firms with about 500,000 pounds an-

nual sugar usage receive and handle their sugar only in bulk, one entirely liquid and one dry. These firms are, of course, close to refiners. On the other extreme, two firms with usage over 20 million pounds annually in the Chicago area still receive all of it in bags, though both indicate an interest in bulk.

E. J. Brach & Sons have just installed their first bulk sugar system, and are already increasing its capacity. The midwest area is the place where major advances are yet to be made in this direction.

One of the earliest firms to handle sugar in bulk in the Chicago area was Mars, Inc. They have been receiving bulk sugar for over 15 years. However, they also use a master batch system of formulation, and the sugar is liquefied and mixed with liquid ingredients in large heated holding tanks, and pumped to stations in the factory for further processing into various types of candies. This was undoubtedly the first major bulk sugar system in the Middle West.

An interesting arrangement has been made in Milwaukee to bring the benefits of bulk sugar handling to two companies who do not have rail sidings and are too far from refiners to receive in trucks. The Utah and Idaho Sugar Refining Company has installed a bulk sugar system at a freight yard there to provide rail car unloading and truck filling facilities. Bulk trucks then transport sugar to the receiving systems at Ambrosia Chocolate Company and Howard B. Stark Company.

The commonest method of handling in the Middle West yet is to receive in bags and dump at some central station. From there it can be handled by

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gravity, by mechanical means, or liquefied and pumped to cookers.

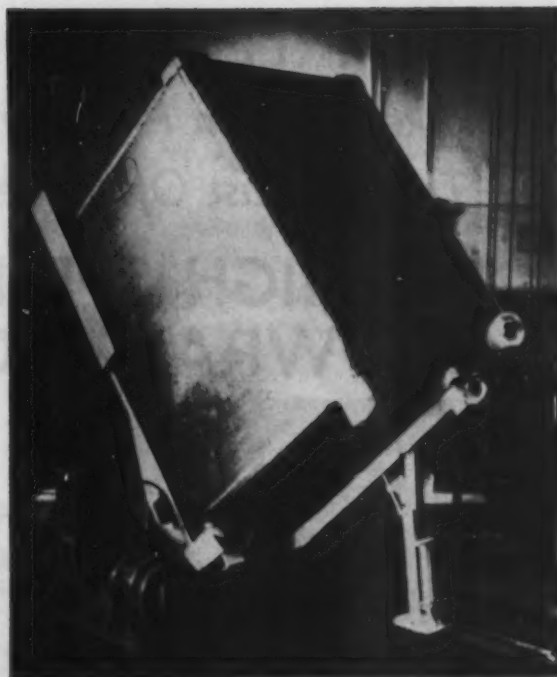
Both bulk dry and liquid sugar are commonly employed on the West Coast, though the number of candy factories that can use the quantities required for bulk systems is limited. All three methods of sugar handling are used on the West Coast. From the answers to our questionnaires, a higher proportion of West Coast manufacturers are well satisfied with their sugar receiving and handling methods and equipment than those in any other part of the country.

On the East Coast the use of bulk dry and liquid sugar has progressed to the point that most firms with over 3 million pounds annual usage have such a system. There are a few yet who still "are looking," but they are balanced by many others under the 3 million figure who use bulk delivery and handling.

The choice between dry and liquid seems to be primarily a personal one, as there is no pattern of use by type of candy made. Two large hard candy plants in the New York area use liquid exclusively. On the other hand, one large Eastern company that maintains a West Coast factory uses liquid exclusively in the East and bulk dry in the West.

The Middle Western area is the one with the most potential growth in use of bulk sugar. There are, however, several factors that retard this development. The distance from refiners is the prime factor. Until recently it just was not practical for refiners to ship dry bulk into this market.

Another prime factor, and one that would take



"Tote" bin on a tilt rack delivers sugar to use point automatically and continuously

volumes to detail, is price. Cane sugars from the East and Gulf, and beet from the West, meet in the Middle West, and the result is often price concessions that make the 20 or 30 cents savings on bulk look small in comparison. Therefore, many candy manufacturers mix various types of both beet and cane in picking up odd lots of sugars, and average out with a comparatively low sugar cost. That practice also often results in headaches for the production department where close process control is required.

Bulk installations are gradually increasing, as more and more manufacturers realize that the continuous savings of bulk receiving and handling will outweigh, in the long run, the occasional large savings on price of odd lots of bagged sugars.

The situation regarding liquid sugar in the Middle West is almost non-existent. There are three small refiners, one each in Chicago, Indianapolis and St. Louis. However, none of them can sell a straight sucrose syrup, and in fact, none have the volume to supply a very large user. There is a liquid sugar depot maintained in Detroit by an Eastern refiner and supplied by barge. Spangler Candy Company in Bryan, Ohio, is the user farthest West supplied with liquid sugar.

This discussion of bulk handling of sugar has been a general one, dealing with overall industry practices. We will follow it up with stories on specific bulk installations, and how individual factories are handling their own sugar receiving, storage and distribution problems. While much has been done on this subject, a great deal more remains, and steady progress is being made in this important field of cost reduction.

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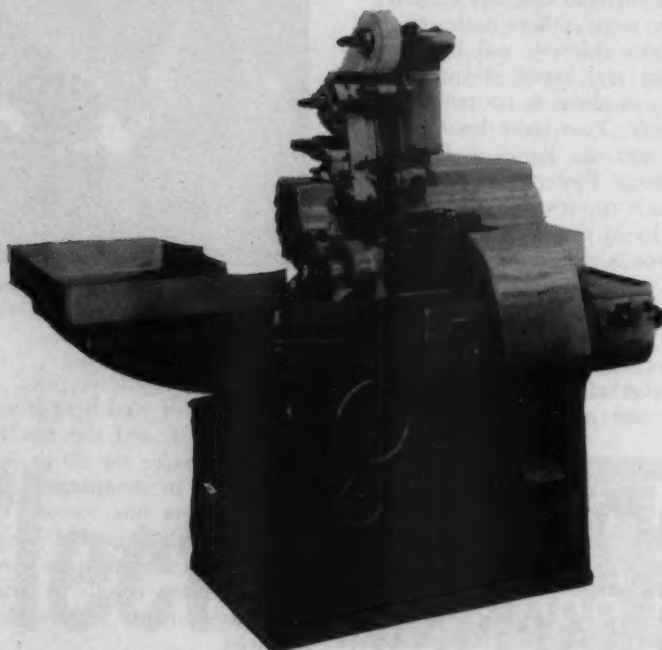
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A versatile high speed automatic wrapping machine will give you 300 or more double twist wraps per minute (solid or filled).

Adjustable speed, will wrap (with some minor change-over) single twist, squares or oblong point fold. Will use any wrapping material, alone or with inner wrap, from 12" diameter spools conveniently placed overhead for constant control, quick replacement and cleanliness.

Automatic feed by a new patented mechanism that gently deposits the candy into specially designed feeding plate slots, which insures fewer rejects, higher speed and perfect performance. The "CM-H56" can be converted to hand feeding for delicate filled candy and odd shapes.

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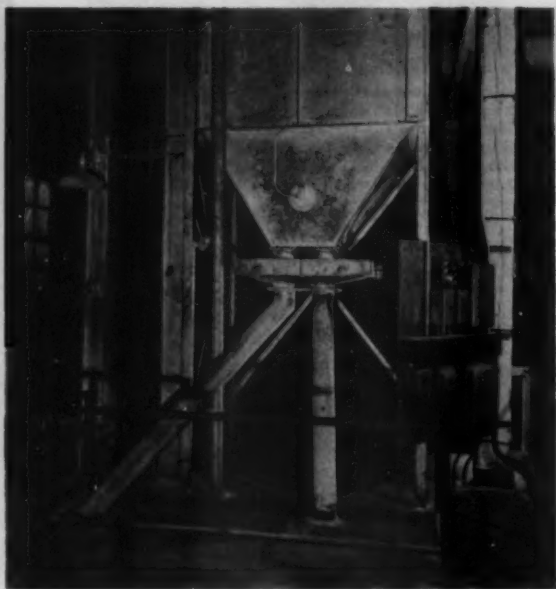
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## Bulk sugar at Ambrosia Chocolate Co.



Ambrosia Chocolate Company has a new bulk sugar installation that makes use of a large glass lined steel tank. Sugar is delivered by truck to a dump outside the plant, where mechanical conveyors deliver it to this tank. A pneumatic system raises the sugar from the second floor level, where it comes from the tank, to a roof-top hopper above the fifth floor of an adjoining building. In the picture above, the pneumatic system is shown descending on the extreme right, and ascending on the extreme left. Removal from the tank is accomplished by claws on an endless chain traveling on an oscillating arm in the floor of the tank. This positive sugar removal eliminates the possibility of bridging in the tank. The tank is suspended from the roof of the building on sixteen steel rods. Strain gauges attached to this suspension system give a very accurate measurement of the weight of sugar in the tank at all times.



The fourth floor installation of hopper and controls at the Ambrosia Chocolate Company provides a continuous and automatic supply of sugar to the mills on the floor below. High and low level indicators on the hopper control the delivery system from the main storage tank keeping this hopper full at all times.

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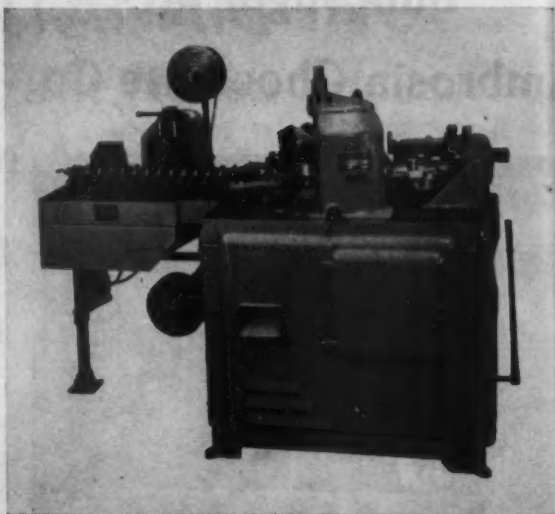
There is no handling, chipping, breaking, etc.—

Die pop is free of fins—eliminating scrap.

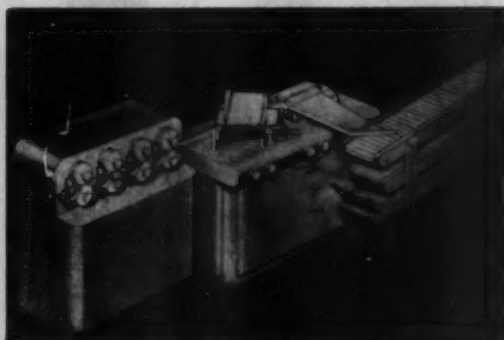
Positive stick insertion—all straight and true.

Weight of pop is variable without change of dies.

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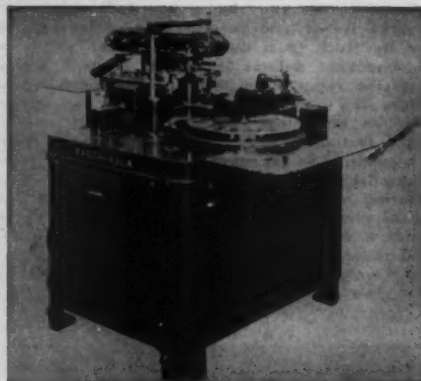


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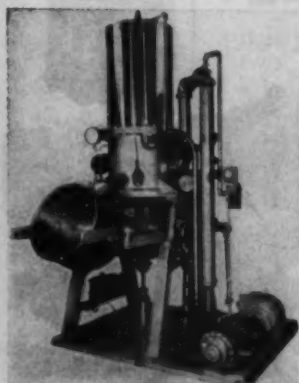
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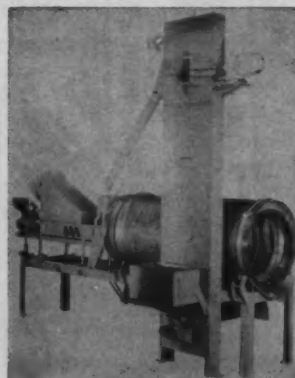
Foil wraps all standard shapes—such as cherries, half eggs, bars and mints.  
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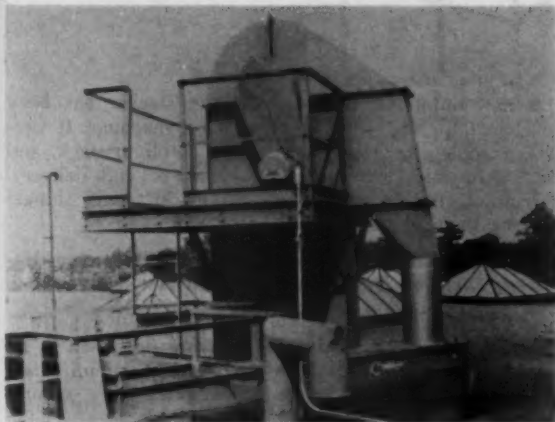


## Bulk Sugar at Mansfield Chocolate Co.



When the James O. Welch Company bought the Mansfield Chocolate Company, one of the first major innovations installed was a bulk sugar handling system. Sugar arrives at the plant by bulk truck, and dumps into the end of a screw conveyor that feeds a 100,000 pound storage tank. Sugar can also be directed to a surge hopper if a truck is unloading at the time sugar is needed in process.

A hi-low bin view instrument in the surge hopper 150 feet from the storage tank controls the delivery to keep the hopper full at all times.



View of spiral conveyor and bucket elevator located above bulk storage tank, leading into plant for processing.

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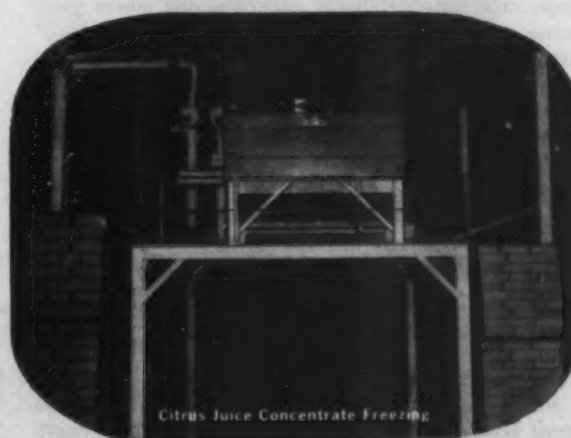
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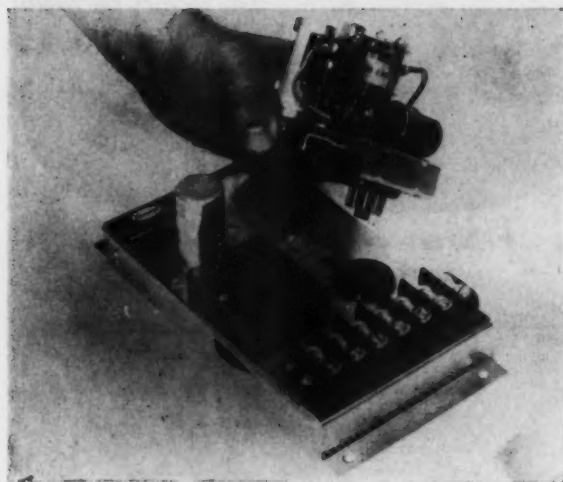
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# New Products



A new plug-in unit temperature controller has been developed which can be used alone or as a building block in tailor-made temperature control systems. It permits unusual freedom and economy in assembling single- or multi-point temperature control systems. The three elements consist of (1) the plug-in control unit, containing the control circuitry, amplifier and relay on a chassis approximately 2-1/2 x 7 inches; (2) a power supply on a separate chassis, containing the power transformer, terminal strip and socket to receive the plug-in unit; and (3) a thermistor temperature-sensing probe.

Because of the plug-in feature, a system for controlling temperatures at multiple points can be set up conveniently and economically simply by grouping the required number of control units onto a single power chassis. When grouped together, the separate unit controllers can be adjusted to individual setpoints, or the entire group can be set at a single point and adjusted by single screw.

For further information write Fenwal Incorporated, Ashland, Mass.

Technical information on corrugated boxes is available in the form of three booklets which are part of an eleven booklet series. They are "How to Seal Corrugated Shipping Boxes," "How to Test Corrugated Boxes," and "How to Prepack in Corrugated Boxes." Each booklet of about 24 pages covers the subject thoroughly with the help of many photographs.

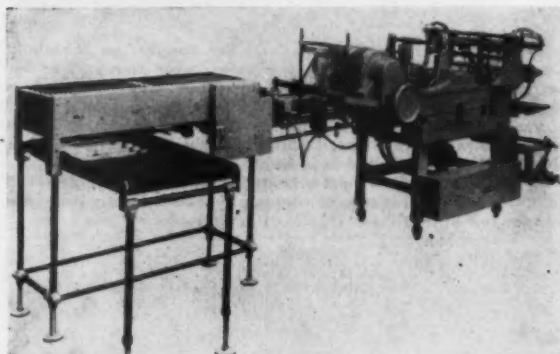
For copies write Hinde & Dauch, Sandusky, Ohio.

A continuous monitor has been developed which measures the index refractions of material flowing through a pipeline, and indicates it on a remote meter. The instrument requires only a 1" square contact surface with the fluid in the pipe. It operates under any pressure or temperature, on liquids that are opaque, clear or translucent, reflective or non-reflective, and with or without suspended solids, water or entrained air. It can be calibrated to show a range of refraction indices or "zero center" on a single index, and show plus or minus deviations from this.

For further information write Industrial Gauges, West Englewood, N.J.

A dusting process has been developed which provides a cloud of dry powder with individual particle separation confined within a processing area or housing, that promises benefits of cleanliness, economy and efficiency.

For further information write Craig Corporation, 143 West 20th Street, New York 11, N.Y.



A new automatic polyethylene bag stacker has been developed for use with a bag making machine. It provides complete control of bags from cutoff to stack, and can be furnished for either right, left or end delivery. It handles straight cutoff bags up to 36" long, shingle stacking them in piles of 10, 15 or 25.

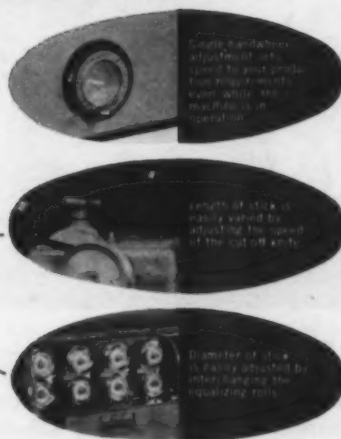
For further information write: Simplex Packaging Machinery Division, Dept. MC, 534 23rd Ave., Oakland 6, Calif.

Aluminum utensils and equipment are described in an extensive 83-page catalog. Included are aluminum steam jacketed and gas fired kettles, pans, bins, trays, scoops, dippers, tote boxes, pails and hand utensils.

For a copy write The Aluminum Cooking Utensil Company, Industrial Division, Dept. MC, New Kensington, Pa.

# the RACINE STICK CANDY MACHINE

produces up to  
1200 inches a minute



One single operator can produce up to 1,200 inches of stick candy a minute with the Racine Stick Candy Machine. For three-inch sticks, this means as much as 400 a minute... 24,000 an hour. Just divide 1,200 by the length of stick you want to find out your maximum production.

And, the operator need not be skilled or experienced

to attain maximum production immediately. All the operator has to do is feed the machine from a batch roller or flat board. The sizing, twisting, and cutting are automatic and continuous.

Yes, the Racine Stick Candy Machine means increased production, lower costs and greater profits. Write today for complete details.



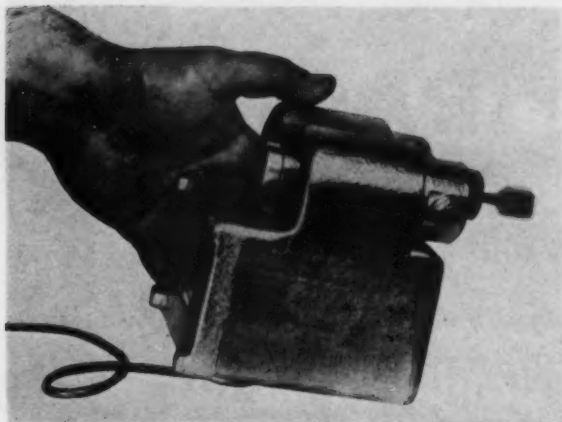
Keeps sticks straight and round while cooling.

## VACUUM <sup>V</sup> <sub>R</sub> RACINE

VACUUM CANDY MACHINERY CO. / RACINE CONFECTIONERS MACHINERY CO.

15 PARK ROW, NEW YORK 38, N. Y.

Western Office and Factory: Racine Wis. / Eastern Factory: Harrison, N. J.



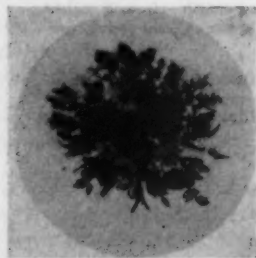
A new fluid level control has been developed that has a positive action and is sensitive only to level variations.

For further information write Automation Products, Inc., 3030 Max Roy Street, Houston 24, Texas.



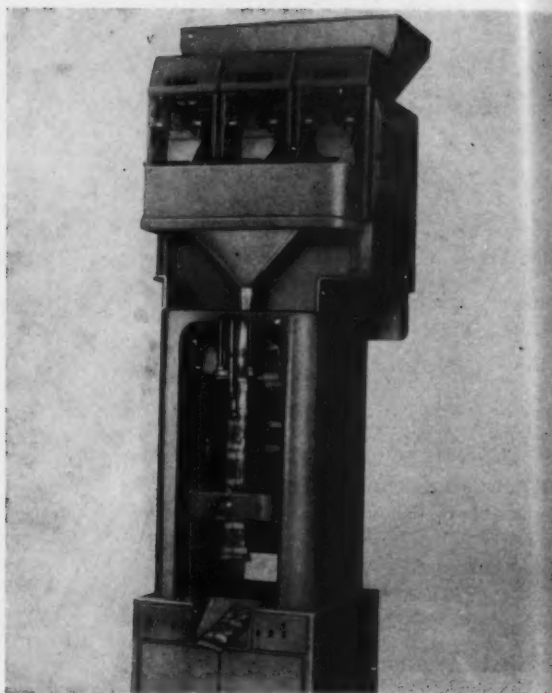
Cupid Bonbonniere is a new lithographed metal container with four oval sides and a gold nob on the lid. The color background is a rich pink with gold leaf decoration. Internally the box is white, and the dimensions are 6 x 4-3/8 x 2-3/8 inches.

For further information write I. D. Company, 150 Spring Street, New York, New York.



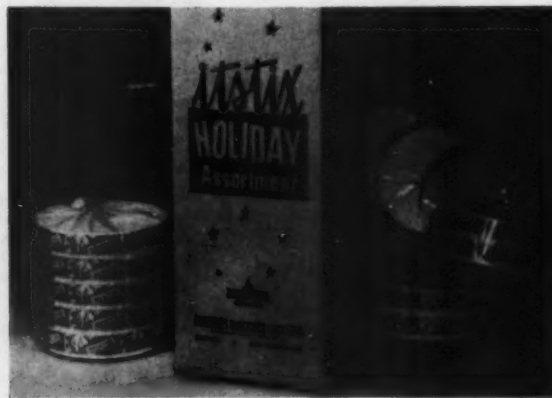
Two lithographed metal cans won awards by the National Offset-Lithographic Competition. Both are multi-colored stock designs, called "Carriage" and "Needlepoint."

For further information write: Olive Can Company, Dept MC, 4700 N. Oketo Street, Chicago 31, Illinois.



A new fully automatic machine makes, fills and seals up to 60 pillow style, single or double wall bags per minute from roll stock. It is reported that its low cost makes it practical for any plant packaging as few as 3,000 bags per day. The machine may be furnished with net weight scales, Volumetric or Auger feed, or without any feed for hand loading. It is claimed that a complete changeover of product and film size can be performed in from 10 to 20 minutes.

For further information write Triangle Package Machinery Company, Dept. MC, 6633 W. Diversey Avenue, Chicago 35, Illinois.



Advertising gummed tapes for six major holidays are being offered for use with counter tape dispensers. Each carton of tape contains five Christmas rolls, two Mothers' Day, two Easter, two Thanksgiving, two Halloween and two Valentine's Day. All tapes are in color, and are wrapped in polyethylene for protection.

For further information write Nashua Package Sealing Division, Dept. MC., Nashua, New Hampshire.



# Helpful Books for Candy Plant Executives

## Choice Confections

by *Walter Richmond*

This new book contains 365 formulas for making two batch sizes, one for hand work and one for machine work. There are instructions for each batch, with suggestions as to the methods of coloring and flavoring for variety. A glossary is included, both of candy and chemical terms. All of the formulas are cross indexed, and a complete chapter is presented on chocolate.

## A Textbook on Candy Making

by *Alfred E. Leighton*

Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

## The Candy Buyers' Directory The Directory of Candy Brokers

1956 Edition

The Candy Buyers' Directory is an alphabetical and classified directory of wholesale candy manufacturers giving information on what type of candy is made by each firm, and in some cases the type of packaging used. The Directory of Candy Brokers is a geographical listing of over 600 candy brokers giving the accounts that they handle, the territory covered and the number of salesmen. This directory should be on the desk of every salesmanager as a reference guide. The information contained in these directories is not available in any other published material.

## How to Salvage Scrap Candy

by *Wesley H. Childs*

This booklet is a complete revision of the author's work "Modern Methods of Candy Scrap Recovery" published in 1943. A considerable amount of information has been collected since that time on methods and techniques of salvaging scrap candy. This booklet covers all types of candy, and gives many practical and economical ways of converting scrap candy into a useful form for re-use.

☐ **How to Salvage Scrap Candy**  
\$2.00

☐ **Choice Confections**  
\$10.00

☐ **A Textbook on Candy Making**  
\$6.00

☐ **The Candy Buyers' Directory and  
The Directory of Candy Brokers**  
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## Store design

A booklet titled "Store Design and Color Technique" by May Bender has been published by Lane-Bender, Inc. of New York City. This booklet is based on discussions held at the recent convention of the Associated Retail Confectioners. It deals with planning to control traffic, sales space, storage and stock reserves; building materials, their textures and best use; store fronts, entrance signs, displays; the use of coordinated colors; and store lighting.

Very little has been published that deals at all specifically with the design of retail candy stores. While much of the material in this booklet is applicable to any type of retail store, there is enough dealing specifically with candy to make it a very valuable piece of material for confectionery retailers.

## Chicago Candy Club

The following officers have been elected to serve for the 1956-57 year: President, Eli A. Galford; Vice President, Gene Vogler; Secretary, Harvey Davidson; Treasurer, Fred Thomas.

**Classified advertising  
in The Manufacturing  
Confectioner is effective.**

**For**

**Machinery for sale  
Machinery wanted  
Positions wanted  
Help wanted  
Business for sale  
Lines wanted**

# SUGAR REPORT

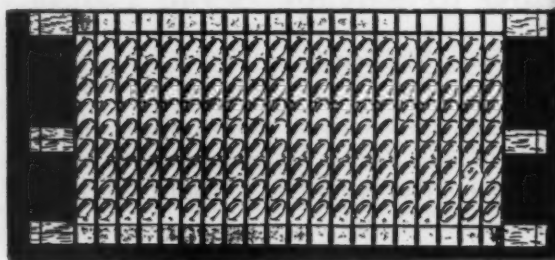
by Charles Fuchs

There is now little to look forward to for the balance of the year as regards sugar prices. From present indications it would appear that no changes can be expected in the Eastern market where cane refiners are maintaining an 8.75 selling basis. In the west conditions are different. Beet sugar sellers have a combination of a larger quota, and in addition are some 200,000 tons behind in their sales as compared with last year. In fact, when studying a report from the United States Beet Sugar Association one notes cumulative deliveries in 100 lb. bag units for the period January 1st to July 31, 1956 of 19,096,711 bags against 21,189,589 bags for the similar period last year, a decline of 2,092,878 bags or 9.88%.

This condition has produced some severe selling pressure in the west where beets are now available at 8.10 and cane is competing at 8.30. For the first time in many years beets have also been offered in the Buffalo-Pittsburg area at 8.55 or 20 points below the Eastern cane refined price, and this is practically in Eastern refiners' back yard.

After the last quota increase, bringing the year's total to 8,675,000 tons, and temporarily bringing to a halt the advancing raw market, which several times produced sales at the year's high of 6.15, some reaction has since set in and at this writing business in nearby arrival raws has been done at 6.07.

The Department of Agriculture seems to have lost some of its former control of raw sugar prices with quota increases as the new sugar bill is written and only two solutions seem possible, continued quota increases if prices get too high or a reallocation of domestic beet sugar if there are signs that this group cannot fill its quota.



## ALUMINUM CANDY MOULDS

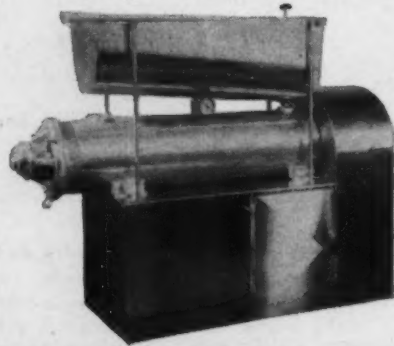
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**MASTER MODEL  
for large  
volume production**

# Technical Literature

## The Properties of Fondant

J. W. Mansvelt, *Inter. Chocolate Review*, Vol. 11, No. 1 (1956)

A discussion of the physical background of the preparation and use of fondant. Influence of water content, percentage of glucose used and processing techniques on texture is shown. The texture of cream fondants can be widely changed by the use of auxiliary treatments, e.g., invertase or frappe.

## Microscopic Technique for Examination of Fat and Sugar in Chocolate Products

Ernstgeorg Hanssen, *Inter. Chocolate Review*, Vol. 11, No. 2 (1956)

Technique for the microscopic examination of fat and sugar in chocolate under polarized light is described. This makes it possible to follow the morphological changes occurring in these two major components during manufacture.

## Determination of Water by Nuclear Magnetic Resonance in Hygro-Scopic Materials Containing Soluble Solids

K. J. Palmer & R. H. Elksen, *J. Agr. & Food Chem.*, Vol. 4, No. 2 (1956)

Investigation of the influence of soluble solids in determination of moisture in food products by use of nuclear magnetic resonance shows that the hydrogen nuclei of the solutes absorb in a manner indistinguishable from the hydrogen nuclei of water in the high moisture region under conditions of operation of the low-resolution spectrophotometer described by Shaw & Elksen. Data on several sugar solutions, milk samples, and apple juice concentrate illustrate the effect.

## Equilibrium Moisture Content and Crystallization of Amorphous Sucrose and Glucose

B. Makower & W. B. Dye, *J. Agr. & Food Chem.*, Vol. 4, No. 1 (1956)

At humidities lower than about 12% for sucrose and 5% for glucose, moisture equilibrium was attained and practically no crystallization occurred in nearly 3 years. A vapor pressure isotherm was evaluated for sucrose-water solutions from 0 to 100% sucrose at 25 C. At higher humidities, the absorbed water initiated crystallization

of the sugars with subsequent release of moisture to yield essentially anhydrous materials. The rate of crystallization of amorphous sucrose, evaluated from changes in the moisture content, followed an exponential law, with respect to time, after an initial induction time.

## Food and Drug's First 50 Years

....., *Chem. & Engin. News*, Vol. 34, No. 26 (1956)

An interesting four-page account of FDA's activities in the past and plans for expansion in the future.



USDA-NCA display on properties of whey as a new candy ingredient at 1956 National Confectioners' Association Convention, Boston.

## Cite whey as excellent candy ingredient at NCA convention

### USDA tells results of studies

Excellent caramels and fudge resulted when dry whey was used as part of the dairy solids ingredients. This was pointed out in USDA Bulletin #30, "Progress In Candy Research," presented by Dr. L. F. Martin. Whey, made by removing the fat, casein and water from whole milk, seems to work best in combination with other dairy solids, according to research work jointly sponsored by USDA and NCA. A mixture of two-thirds whey solids and one-third full-fat milk produced a good quality caramel.

Different varieties of caramels can be made by changing the proportion of dried whey solids in the mix.

In fudge made with whey, USDA researchers found that quality, again, was very good. Comparisons of stored samples showed that whey-fudge retained its moisture and original quality in a desirable manner.

Although whey-candies were made as long as five years ago, large quantities of high grade commercial whey have only recently become available. Interested manufacturers are invited to write for complete information to Dr. L. F. Martin, Southern Utilization Research Branch, U.S.D.A., New Orleans 19, La.

**WESTERN CONDENSING COMPANY**  
APPLETON, WISCONSIN

World's Largest Producer of Whey Products



### Presence of Levoglucosan in Cornstarch Hydrolyzates

L. D. Ough & R. G. Rohwer, *J. Agr. & Food Chem.*, Vol. 4, No. 3 (1956)

Levoglucosan was found to extent of 2.3% in cornstarch acid-hydrolyzates at equilibrium. This identification of L. in constant amount supports the view that the cornstarch molecule cannot be hydrolyzed completely to D-glucose by acid. Other components tentatively identified were 5-hydroxymethyl-2-furaldehyde, glycerol, xylose, arabinose, fructose, isomaltose and gentiobiose.

### Review of Fundamental Developments in Analysis

....., *Analy. Chem.*, Vol. 28, No. 4 Part 2 (1956)

Various authorities have contributed reviews on Spectrophotometry, Instrumentation, Polarography, Chromatography, *Analy. Methods for Organic compounds*, Ion Exchange, Statistical Methods in Chemistry, and allied topics, including extensive references.

### X-Ray Diffractometer and Microscopic Investigation of Crystallization of Amorphous Sucrose

K. J. Palmer, W. B. Dye & D. Black—*J. Agr. & Food Chem.*, Vol. 4, No. 1 (1956)

An X-Ray Diffractometer method has been developed for determining the crystalline-to-amorphous ratio in a spray-dried sample of sucrose. Results obtained by application of this method to samples stored at 30.0 and 32.5 R. H. are discussed. The effect on the rate of crystallization by adding 5% finely ground crystalline sucrose to a sample of amorphous sucrose before

storage at 30 R.H. has been measured. Observations made on these same samples with a polarizing microscope are used in conjunction with other evidence to postulate a mechanism for the crystallization process in spray-dried amorphous sucrose under the conditions of this experiment.

### Analytical Characteristics of Propenyl Guaethol and Vanillin

D. T. Englis and L. A. Wollermann, *Food Research*, Vol. 20, No. 6 (1955)

Propenyl Guaethol or Vanitrope has 20 times the strength of vanillin. Spectrochemical characteristics of PG and V were investigated. Colorimetric method employing Folin-Denis reagent shows that PG reacts to give even greater color intensity than V itself. Method is suitable for determination of either substance when present alone, or applicable to mixtures of 2 components if one is determined by another method. A procedure has been formulated for the analysis of PG-V mixtures based on the absorbancy of solutions of pH 9 at specific wave lengths. A study of the ultraviolet absorption spectra of each compound was made under both acidic and basic conditions.

### Metallic Discoloration of Candied Fruits

J. A. Kitson and C. C. Strachan, *Food Technology*, Vol. 9, No. 11 (1955)

Effects of metal contaminants on the color of dyed and undyed candied cherries were determined. Ionic copper in concentrations over 10ppm induced darkening of both dyed and non-dyed fruit. Cherries processed in presence of aluminum showed marked discoloration with exception of those

dyed with erythrosine. Discoloration could be controlled in fruit dyed with ponceau SX by use of 250ppm of calcium phytate. Reactions of solutions of dyes and metallic ions at pH 3.5 indicate dyes (with exception of brilliant blue FCF) are precipitated in presence of metallic iron. All cherries undergo darkening in presence of copper. Metallic aluminum caused fading of all dyes tested.

### Getting the Most from Research and Engineering.

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#### Microscopic Examination of Modified Starches

T. J. Schoch & E. C. Maywald, *Analy. Chem.*, Vol. 28, No. 3 (1956)

Various microscopic techniques are useful for characterizing commercial modified starches. Granule aggregation can be detected by examination in water or glycerol media. Composition of starch blends can frequently be evaluated by granule counts in a haemocytometer. The species of a pregelatinized material is determined by destroying the gelatinized material with enzyme and examining the ungelatinized residue. Kofler microscope hot stage provides a simple and accurate measurement of gelatinization temperature, useful for studying effects of various adjuncts on starch gelatinization. Chemical modification of granular starches progressively lowers the gelatinization temperature and the extent and uniformity of derivatization can be estimated by this means. Positively charged dyes, e.g. methylene blue stain anionic products, e.g. oxidized starches. Cationic starches stain only with negatively charged dyes, e.g. light green SF.

#### Guides to Effective Production Management: Communication—Coordination—Controls.

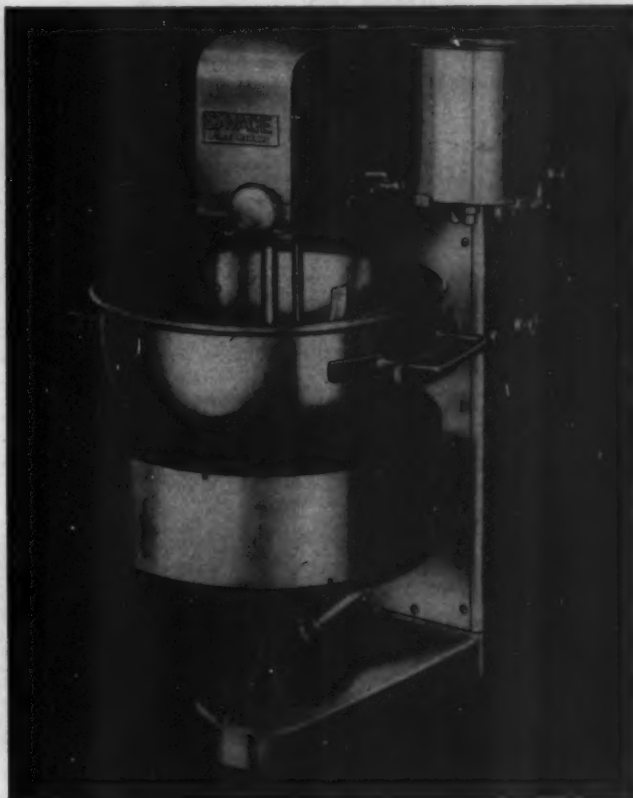
American Management Association, *Manufacturing Management Series* No. 218, 48 pages, \$1.75.

This book contains five papers on important areas in which the production department can do a better job and so increase company profits. What Top Management Wants From Production by Boone Gross, President, Gillette Safety Razor Company. The Coordination of Manufacturing and Warehousing Operations with Traffic and Transportation, by Neil Drake. What Should Top Management Expect from Quality Control? by Wayne M. Biken, Director of Quality Control, American Safety Razor Corporation. Controlled Inventories Mean Reduced Costs, by H. L. Minckler, General Manufacturing Superintendent, Plastics Division, Monsanto Chemical Company. The Role of the Production Executive in Labor Relations, by Charles H. Smith, Jr., President, Steel Improvement and Forge Company.

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MODEL S-48

Thermostatic Gas Control—Variable Speed



The Savage Latest Fire Mixer, Model S-48, is Streamlined and Sanitary and has many new features and conveniences:

- Automatic Temperature Control
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You can save labor and obtain uniform batches by setting the thermostat for degree cook desired. It cooks and mixes batches of caramel, peanut brittle, peanut candies, fudge, nougat, gum work, and with double action agitator is ideal for coconut candies and heavy batches.

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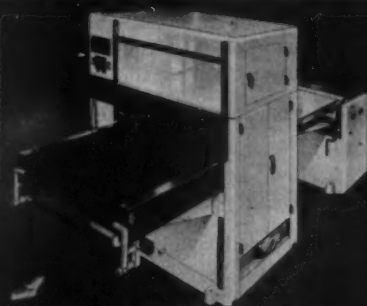
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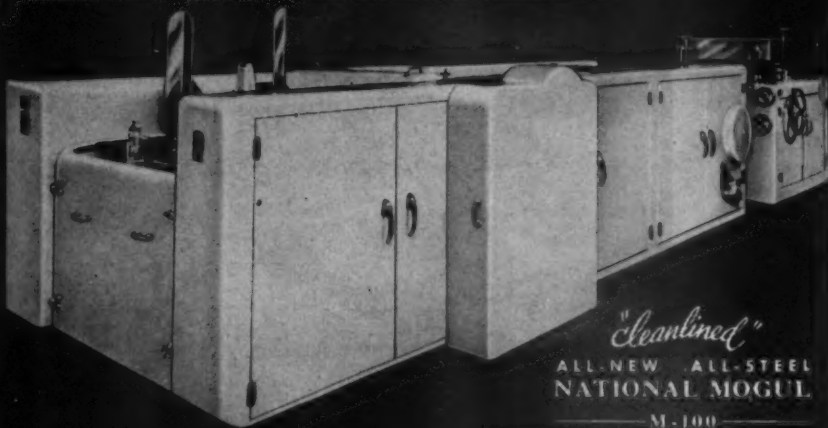
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Precision built to the highest engineering standards. Harmonic motion insures trays against jolting starts or sudden stops... keeps molds perfectly intact and eliminates scrap. Thoroclean Sieve cleans centers in normal operation without need for any extra auxiliary center cleaning equipment.

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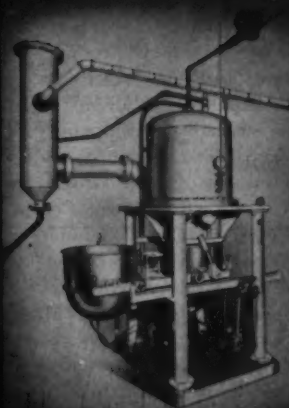
When you buy National Equipment, you buy the industry's finest! Furthermore, you insure your operations against labor headaches and production problems. National Equipment is a smooth, steady, dependable producer... requires little attention... less labor... and least maintenance.

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### NEW NATIONAL HIGH SPEED HI-GLOSS CONTINUOUS HARD CANDY VACUUM COOKER

600 to 2500 lbs.  
Hourly Production  
of the  
FINEST - CLEAREST  
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Quality Hard Candy



*National Equipment Corporation*

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# Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

## Bar Goods; 5¢ Numbers

### Code 8A6 Assorted Chocolates 1 lb.—\$1.20

(Purchased in a candy store,  
Rockford, Ill.)

Appearance of Package: See remarks.

Box: Oblong shape, white embossed paper top printed in gold. Extension bottom.

Appearance of Box on Opening: Poor. Pieces were out of their cups and some were broken.

Number of Pieces:  
Dark Coated: 15  
Light Coated: 15

Coatings:  
Colors: Good  
Gloss: Good  
Strings: Good  
Taste: Good

Dark Coated Centers:  
Nut Caramel: Good  
Maple Nut Cream: Good  
Peanut Taffy: Good  
Vanilla Caramel: Good  
Date: Good  
Coconut Cream: Good  
Peanut Cluster: Good

Nut Taffy: Good  
Vanilla Cream: Good  
Orange Cream: Lacked flavor  
Honeycomb Chip: Good  
Nut Nougat: Good  
Lemon Cream: Not a good lemon flavor

Chocolate Paste: Good  
Light Coated Centers:  
Honeycomb Chip: Good  
Peanut Taffy: Good  
Butterscotch: Good  
Nut Nougat: Good  
Nut Caramel: Good  
Nut Buttercream: Good  
Maple Nut Cream: Good  
Peanut Cluster: Good  
Chocolate Cream: Good  
Ting Ling: Good  
Molasses Hard Candy: Fair  
Vanilla Caramel: Fair

Assortment: Good

Remarks: Suggest a cellulose wrapper be used as the top of the box was badly soiled. Box is too large for a one pound assortment. Suggest a divider be used to keep pieces in place.

### Code 8C6 Chocolate Nut Fudge Bar 2½ ozs.—10¢

(Purchased in a drug store,  
Airport, Wisconsin)

Appearance of Bar: Good

Size: Small for a 10¢ bar

Wrapper: Cellulose wrapper printed in white.

Bar:  
Color: Good  
Texture: Good  
Taste: Good

Remarks: A good eating fudge bar. Suggest bar be made thinner to give it more size.

### Code 8E6 Summer Candies 6 ozs.—39¢

(Purchased in a retail shop,  
Rockford, Ill.)

Appearance of Package: Good

Container: White board, oblong tray. Cellulose wrapper printed in green and yellow. Pieces are coated with confectioners coating in colors.

Number of Pieces: 16

Coating: Good for this type of coating.

Gloss: Fair  
Strings: Fair  
Taste: Good

Centers:

Vanilla Caramel & Cream: Good  
Marshmallow: Tough  
Pink Cream: Could not identify flavor  
Nut Nougat: Good  
Nut Cream: Good  
Caramallow: Good  
Orange Cream: Good  
Chocolate Cream: Good

Assortment: Small

Remarks: Suggest a larger assortment; also add name, address and ingredients, printed, on tray or wrapper to avoid trouble with the Food and Drug.

## Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies  
FEBRUARY—Chewy Candies; Caramels; Brittles  
MARCH—Assorted Chocolates up to \$1.00  
APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars  
MAY—Easter Candies and Packages; Moulded Goods  
JUNE—Marshmallows; Fudge  
JULY—Gums; Jellies; Undipped Bars  
AUGUST—Summer Candies and Packages  
SEPTEMBER—Bar Goods; 5¢ Numbers  
OCTOBER—Salted Nuts; 10¢-15¢-25¢ Packages  
NOVEMBER—Cordial Cherries; Panned Goods; 1¢ Pieces  
DECEMBER—Best Packages and Items of Each Type Considered  
During Year; Special Packages; New Packages

**favorite  
in the  
candy  
"sweetstakes"**



Yes, your products will start fast and finish "in the money" every time . . . when you use Clinton products from corn.

Take Clinton corn syrup, for example. For years it's been an "odds-on" favorite. Candymakers like the way it prevents crystallization, controls body, texture or chewiness and extends shelf life.

And corn syrup is only one of the Clinton thoroughbreds. Others are starches and dextrose.

No matter which candy race you're in, the odds are heavy in your favor when you use Clinton products.

... and remember technical service in connection with your specific problems is available without obligation



**Quality products**

FROM THE WORLD'S CORN CENTER



CLINTON CORN PROCESSING COMPANY  
CLINTON, IOWA

**Code 8B6  
Assorted Hard Candy Pops  
9 ozs.—29 Pops—29¢**

(Purchased in a chain grocery store, Rockford, Ill.)

**Appearance of Pops:** Pops are wrapped in cellulose and are in one string. Cellulose is not cut between pops. Printed paper clip on one end.

**Pops:**

**Colors:** Good

**Texture:** Good

**Flavors:** Fair

**Remarks:** A very novel way to sell pops. Flavors are not up to standard but at the price of 29¢ we cannot expect too much. Should be a good number for children.

**Code 8F6  
Chocolate Covered Buttercreams  
15 pieces—29¢**

(Purchased in a food store, Melrose Park, Ill.)

**Appearance of Package:** Good

**Container:** Oblong folding box, cellulose window side and top. Yellow paper top printed in brown and white. Pieces are wrapped in gold foil.

**Coating, Dark:** Good for this priced candy

**Center:**

**Color:** Good

**Texture:** Good

**Taste:** Good

**Remarks:** A very good eating piece, at this price. Attractive box.

**Code 8C6  
Miniature Marshmallows  
10½ ozs.—29¢**

Sent in for analysis #4785

**Appearance of Package:** Good

**Container:** Cellulose bag printed in red and white. Marshmallows are about the size of a marble.

**Marshmallows:**

**Color:** Good

**Texture:** Good

**Taste:** Good

**Remarks:** A good eating marshmallow. Cheaply priced at 29¢ for 10½ ozs. for this size marshmallow.

**Code 8H6  
Pecan Log  
1 lb.—\$2.00**

(Purchased in an airport store, Atlanta, Georgia)

**Appearance of Package:** Good

**Box:** Long oblong box, full telescope type. White glazed paper top printed in green and brown. Imprint of palm trees in green.

**Appearance of Box on Opening:** Good. Pecan roll was wrapped in cellulose.

**Log:**

**Pecans:** Good

**Center:** Light nougat with fruit & nuts: good.

**Remarks:** The best pecan roll of this type we have examined this year. Very good quality and well made.





## the manufacturing retailer

# How Donnell's found moving profitable

**V**ictor F. Donnell has moved his retail manufacturing business three times to different cities.

While most candymakers, once their names are established at one location, will not move beyond the area where they are known because of the need to reestablish their reputation and build from scratch again, Victor Donnell has done that three times and has benefited from each move.

The first move was made to a larger city for a bigger potential sales volume. The second in order to find a more pleasant climate. The third and final move was again made to find a higher volume area, and yet to stay within the area he liked so well. This last move put the Donnells in Colorado Springs, a beautiful college town of 100,000 population that has a wonderful climate, and is due to grow substantially because of the new Air Force Academy locating there.

The Donnell story begins far from the mountains, though, in Peoria, Illinois. Their first start in the candy business started there in 1936. At the time there was no locally manufactured candy in that city. Consequently, with Mrs. Donnell operating the retail store and Mr. Donnell in the candy manufacturing room, the couple felt their way, developing one candy

specialty after another, and catering from the beginning to the "carriage trade" type of customer who is less likely to haggle over price than to complain over poor quality.

The original store actually began with a franchise for a nationally-known caramel popcorn, which has been a Donnell standby ever since. Within two years, Mr. Donnell realized that he had reached the apex of sales possibilities in the Illinois city and he sold out profitably to move to Indianapolis, only 200 miles away. In Indianapolis, the Donnells took over a run-down candy shop in the city's downtown district. Here, with a full size store, the Donnells set up a complete manufacturing plant and added 16 candy items to their basic caramel corn line. The 16 items included salt water taffy, fudge, pralines, peanut brittle, caramel roll, fruit clusters, chocolate fudge, vanilla fudge, divinity, and several other staple items.

Each of the listed items was independently introduced to the Indianapolis market by the Donnells. In making candy, Mr. Donnell worked assiduously to produce the best possible candy regardless of cost. "We wanted to make a real impression with each of our candy lines as we developed it," he said, "consequently we put every emphasis on more butter, more



*Good to eat!  
Good for selling!*

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What makes these Bon Bons a popular seller wherever they've been tried? The *almonds*, of course! Almonds give unmistakable evidence of quality, and add the distinctive, crunchy flavor that customers like. Write today for the formula . . . and ask us about almonds. Whether you want size-graded whole kernels, sheller run, or processed specialty items like diced or diced-roasted almonds, it pays to order Blue Diamonds. No dust, bitters or foreign particles. Controlled minimum moisture content. Blue Diamond quality cuts handling costs in your plant. Write today for current information about almond stocks and prices.

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Wire cut brick is the base for the counter on the left where fast moving items are displayed. Specialties and hard candies are on the counter at left, and in wall display boxes along the left wall.

mixing, the best possible ingredients, etc. We possibly bored our customers by repeatedly telling them this story, but we felt this would bring us the sort of repeat business we wanted."

The Indianapolis operation was highly successful, bringing such figures as the sale of 1200 pounds of caramel corn a week, an average of three to four hundred caramel-covered apples per day, during the season, and as much as 150 pounds of fudge per day.

With a very successful eight years in Indianapolis that meant a very good living but very hard work and long hours, the pair, weary of the sultry high-humidity heat of the Indiana city, decided to move West. Both had visited Boulder, Colorado, 22 miles up in the foothills from Denver, in the past, and decided to relocate in this community of 15,000 population. Again, a thriving retail candy business was sold at a worthwhile markup, and the Donnells arrived in Boulder 10 years ago with a solid lineup of candy favorites to offer.

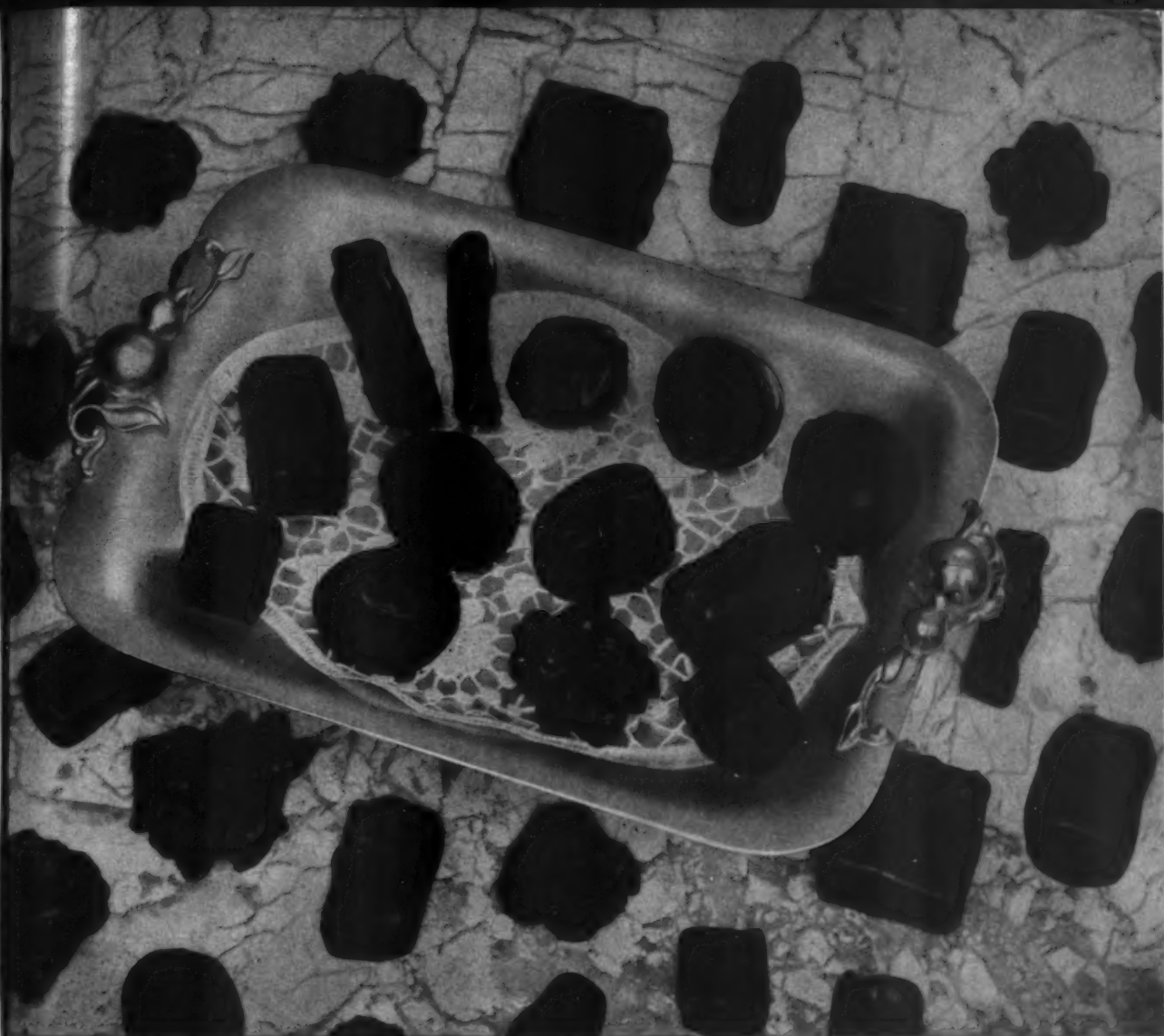
In Boulder, a beautiful college town, remarkable for its pleasant year-round climate, the Donnells found their expectations once more rewarded. Although it was necessary to start in a much smaller store than planned, Mr. Donnell's unwavering belief in top quality ingredients and painstaking care in candy manufacture paid the same dividends as in the previous two locations. All of his candy lines were quickly and profitably received, so much so that the Donnells remained for 10 years in the mountain city, gradually expanding and enlarging their small shop until it was physically impossible to go further. While in Boulder, Mr. Donnell developed his own formula for caramel corn which encouraged him to manufacture this favorite himself and consequently eliminate the franchise which he had had for many years. Today, caramel corn ranks up with butter fudge and salt water taffy as one of Donnell's three traffic-builders, and its quality is such that 90% of sales is to "repeat customers" who are familiar faces in the Donnell store.

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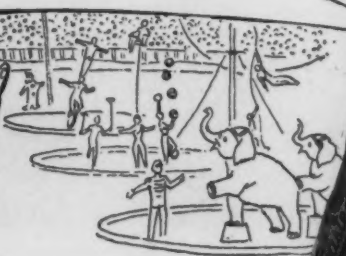
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While in Boulder, the Donnells found that many sales were made daily to Denver residents, who had driven 22 miles over Colorado's new Boulder turnpike in order to pick up "some of that rich Donnell's candy." It was this factor, as much as any other, which convinced the Donnells to make their fourth and last move, to thriving Colorado Springs, Colorado, a city of 100,000 population, 70 miles south of Denver. Spark-plugging the decision was the announcement that the U.S. Air Force would build its 125 million dollar Academy just north of the city, an element which was certain to bring huge population increases into the Colorado Springs area. Consequently, the Donnells went in search of a location and found that the Dern Confectionery, a candy store and specialty coffee roasting plant right in the center of downtown Colorado Springs, was available. Several months were required for the negotiations, which resulted in the 100 mile move from Boulder to Colorado Springs in April of 1955.

Here, in transferring to a store at least 500% larger than the Boulder shop, the Donnells had an opportunity to put into practice many advance candy manufacturing and retailing ideas. With a huge basement, equal to the 110 x 35 foot store, Mr. Donnell could for the first time begin importing and jobbing fine chocolates, both from European and local sources, as well as other candy specialties. Also, the Dern organization, which had carried a full line as well as concentrating on "Derngood" coffee, had popularized



Hard candies and other specialties are displayed in these antique jars.

a long list of candy numbers which could be retained.

Almost two months were required for the switch from Boulder to Colorado Springs, in remodeling the showroom and converting unused space into a huge refrigerated storeroom for candy and candy ingredients. The front was given a thorough face lifting, with the Donnell name in gold "script," contrasted with a marble front. Along with the purchase of the lease and equipment, the Donnells were fortunate in retaining the services of Dern's veteran head candy-

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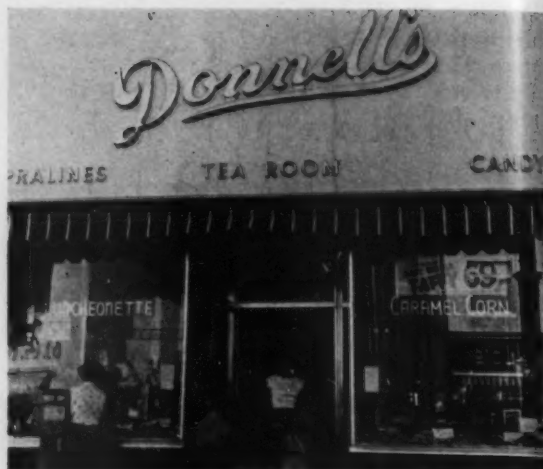
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maker, Howard Smith, who had spent more than three decades with the original Colorado Springs store. Now, along with its 16 basic candy favorites, Donnell's has added some 35 additional candy items, about half of which are produced in the Colorado Springs store and the rest jobbed. Among the locally manufactured favorites are cream wafers, pastels, divinity, pralines, pecan rolls, a dozen varieties of caramels, licorice, vanilla nut caramels, toffee, and a wide variety of hard candy. Outstanding among these, and responsible for a lot of the tourist volume which the Colorado Springs store attracts, are animal figures, in bright red or amber clear hard candy. The favorite is a molded candy horse, 5 inches high, which has become something of a "collector's item" with many eastern tourists. Also jobbed are delicate party favors, including shells, panoramic eggs, candy place markers, etc. The big store has allowed adequate space for the display of around 100 items, with the fast movers concentrated on the right in a new 20-foot display case which Mr. Donnell had built from wire-cut brick with a setback glass top; while hard candies, some of the specialties and job items occupy the left side. Eight wall cases extending down the left side have been divided up into "individual departments." Many hard candies are shown in old fashioned glass candy jars, while imported chocolates and candy specialties are shown in "gift suggestion" sections. Two 8-foot windows, one on either side of the entrance, give Mrs. Donnell the opportunity to produce appetite-whetting windows.

Among the unusual features of the new Donnell location is the tea room located at the rear of the store, which had been a specialty with the former operators for more than 25 years. Mrs. Donnell had some management experience along these lines on the campus of the University of Colorado at Boulder, so could take over preparation and service of fountain drinks, sandwiches and luncheon plates. Significant of the Donnells' business ability is the fact that the tea room sales volume has been increased by more than 300% with at least 50% of the traffic buying candy at the front of the store.

The Donnells have found that it pays to move, when there is a good reason and when the new place is thoroughly investigated. The handicap of having to start a new shop where the name is not known is balanced by experience in merchandising and by making the highest quality of candy that they know how.

During the couple's entire career, the Donnells have made extremely heavy use of sampling as a volume builder, with convenient trays of candy samples always available atop their display cases. Few customers escape a visit to Donnell's without tasting several, including butter fudge, peanut brittle, divinity, pecan roll, pralines, salt water taffy or chocolates. The customer's exclamation of pleasure at the taste of any of these items gave whichever Donnell was on the counter an opportunity to point out some of the extra quality steps which the veteran candymaker used. These include the making of caramel exclusively with rich cream, spooning extra butter into the



Script lettering for the name on marble makes a distinctive store front for Donnell's.

caramel as it is whipped, the liberal use of butter and cream in fudge manufacture, etc.

While instore sampling is effective in building goodwill and volume, radio spot advertising has been effective for Donnell's in building traffic.

In all their moves, the Donnells have found that favorites in one section will be favorites in another. Quality is the secret and is appreciated by enough people in every city to keep a retail manufacturer happy, if it is well merchandised.

## We will pay \$10

... to our readers for sending us a photo and description of some unique display or merchandising feature of their shop. It may be a sign, counter, basket, rack, lights, window or counter display, or any other feature that attracts customers and shows candy to its best advantage. This includes special seasonal window displays.

It would probably be best to get a professional photographer to take the picture for best results. The description should be around 200 words, though it may be longer if necessary to give full details.

Send your photo and description to

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## CALENDAR

September 8—Carolina Confectionery Salesmen's Club, noon luncheon at Honey's Restaurant, Charlotte, N. C.

September 10—Chicago Candy Club, American Furniture Mart, 666 Lake Shore Drive, Chicago.

September 10-12—Packaging Institute Forum, Hotel Statler, Cleveland, Ohio

September 11—Central Pennsylvania Candy Club, Reading, Pa.

September 11-14—Packaging Machinery and Materials Exposition, Cleveland Public Auditorium, Cleveland, Ohio.

September 13—Metropolitan Candy Brokers Assn., Inc., annual meeting, Hotel Empire, 63rd St. and Broadway, New York City.

September 13—AACT, New York Section, Busto's Restaurant, Lower Manhattan, N. Y.

September 14—Los Angeles Confectionery Sales Club Inc., Rodger Young Auditorium, 936 W. Washington Blvd., L. A.

September 14-16—Great Plains Candy Club Annual Fall Festival at the Paxton Hotel, Omaha, Nebr.

September 16-19—Philadelphia National Candy Show, Benjamin Franklin Hotel.

September 17—Confectionery Salesmen's Club of Philadelphia, 1:30 PM, 2601 Parkway House, Philadelphia, Pa.

September 18—Candy Executives & Allied Industry Club, St. George Hotel, Brooklyn, N. Y.

September 18—AACT, Chicago Section, Hotel Graemere, Chicago.

September 20—New York Candy Club, Park Sheraton Hotel, Manhattan, N. Y.

September 20-22—Michigan Tobacco and Candy Distributors Assn., Annual meeting, Hotel Statler, Detroit, Michigan.

September 25—Candy Executives Club Shore Dinner, St. George Hotel, Brooklyn, N. Y.

September 28—Boston Confectionery Salesmen's Club, Inc., 8 PM, Kenmore Hotel, Boston.

September 29—Dallas Candy Club, 12:30 noon luncheon, B&B Cafe, 3520 Oak Lawn Avenue, Dallas, Texas.

September 29—Southwestern Candy Salesmen's Assn., 12:30, Sammy's Restaurant, 3900 Oak Lawn Ave., Dallas, Texas.

September 29—Gopher Candy Club, Covered Wagon, Minneapolis, Minn.

October 1—Candy Production Club of Chicago, American Furniture Mart, 666 Lake Shore Drive, Chicago.

October 1—Confectionery Salesmen's Club of Baltimore, luncheon meeting at Cannons Restaurant, Baltimore, Md.

October 1—Pittsburgh Candy Club, noon luncheon, Eddie Aschner's Colonial Tavern, Route 51, Brentwood, Pittsburgh.

October 3—Buffalo and Western New York Confectioners' Assn., MacDoel's Restaurant, Buffalo, N. Y.

October 6—Northwest Candy Club, Seattle, Wash. Contact secretary for meeting place.

October 6—Kansas City Candy Club, The Town House, Kansas City, Kansas.

November 6-8—Canadian National Packaging Exposition, CNE Automotive Bldg., Toronto, Canada.

This is the eighth of nine articles  
in this series on improvement of  
speed and comprehension of reading.

## READING: a business man's tool

### CHAPTER EIGHT *How to Skim*

by NILA BANTON SMITH

**H**ighly developed skill in skimming is one of the most valuable reading assets which the present-day adult can possess. Skimming is skill which enables one quickly to select material which he wants to read and to discard that in which he is not interested, or which is inconsequential to the purpose he has in mind. The ability to skim expertly makes it possible for the business man to clear his desk more rapidly than any other one technique. If he is skilled in skimming, just a few swift glances will enable him to segregate and organize the miscellaneous pile of papers which confront him. Within a minute he is able to toss into the basket those materials which hold no interest for him, to stack in a pile those things which he needs to read carefully, and to place in another pile those pieces which he may again skim for main ideas. Probably two-thirds of the stack on his desk can be disposed of through the skimming technique, and this includes correspondence.

Clearing a desk quickly is not the only function of skimming. All of us find the skimming technique to be useful in newspaper and magazine reading. We skim to find the articles we wish to read and those which we prefer to skip. Probably most everyone has developed some initial skill in skimming through contacts with newspapers and magazines.

In fact skimming is a basic reading skill which is useful in all of the kinds of reading that we do. There is no one skill which it is more necessary to possess in this high-tempo age than a highly developed ability to skim. Rarely does the person who is skillful complain that he doesn't have time to cope with the mass of reading material which confronts him. Proficiency in skimming is really basic in achieving the ability to combat and conquer the present-day reading situation.

While skimming is the most useful of the reading skills, it is also the most complex. Skimming is a hierarchy built upon and utilizing all other reading skills which have been discussed in this series. That is why the chapter on skimming is the last instructional chapter to be presented. There is no easy trick that we can tell you which will enable you to immediately become an expert in skimming.

In several of the preceding chapters we have discussed the importance of having a purpose in mind for reading. A strong, leading-on purpose is absolutely essential in successful skimming. Your intent for reading must be clearly formulated and kept uppermost in your consciousness, for how can you skim unless you know what you are skimming for?

In skimming you need to force your speed as described in Chapter Two, but with still greater momentum behind it. In skimming you figuratively put on your seven-league boots and ruthlessly "step over" whole passages of content as your eyes fleetingly search for something that you want. So one new attitude that you must cultivate is that of disregarding many words. Fortify your conscience against the habit of looking at every word as you have to do in reading of detailed factual material. In skimming be satisfied to catch meaningful phrases here and there.

A different type of eye-movement is often used in skimming, also. In Chapter Two you were urged to let your eyes move fleetingly across the lines, pausing briefly two or three times to pick up an "eyeful" of words in each line. In skimming your eyes must move even more swiftly, and instead of passing rhythmically across lines, often they may dart in one quick flash from the top to the bottom of a page. Advanced

skimmers frequently sweep their eyes straight down the middle of the page, or column without moving them either to the right or left. Ordinarily a person can see from four to five words in one fixation. This field of vision covers words or letters both to the left and right of the fixation. The skimmers who use the middle-of-the-line technique depend upon catching enough meanings from the four or five words which they perceive in the middle of the lines to convey to them the general import of the entire page.

Some less practiced, but still very skillful skimmers, prefer to sweep their eyes from top to bottom on the left side of the column or page. Others fleetingly cover all of the first two or three lines of a paragraph, from left to right, then sweep down through the middle of the paragraph to the last sentence which they again skim in its entirety. The technique that you will use will depend upon the one which seems best adapted to you personally for doing the kind of reading which you wish to do at any time.

Changing your speed technique is not the only consideration in developing a high degree of proficiency in skimming. Knowing how to take a preview, as discussed in Chapter Seven, is also of prime importance. If it is a book that you wish to skim, flash your eyes over the table of contents to get an overall view of the material which the book contains and to decide whether you would be interested in the book as a whole or just in certain chapters. If the book doesn't have a table of contents, flick the pages through hastily taking fleeting glimpses at the chapter

titles. Should any of the titles intrigue you, note sub-headings and visual aids, if any are provided in those particular chapters.

If the book is factual in nature, it will probably contain an index. Suppose you are interested in finding information about just one topic that is treated in this book. It is possible that this information can be found only in one paragraph in the entire volume. In this case skim the index for the one word that names the topic, then turn quickly to the designated page and read.

The preview procedure not only provides you with a skimming technique for rapidly grasping information about a book, chapter or article as a whole, but is also enables you to discard or select sections of content within the whole if you decide to dip into the reading text presented. So in all of your skimming, preview first!

If, after your preview, you decide that you would like to skim the content of a chapter or article as a whole or in parts, then two other techniques that you have learned in this series will be your most useful allies in sweeping the page for what you want. These two techniques are: (1) finding the main idea as discussed in Chapter Three, and (2) identifying patterns of writing as discussed in Chapter Six.

If you discover that the author has used the relating-experience or the imparting information pattern, and you wish only to get his most important ideas, then use your technique of quickly locating the main idea in each paragraph. Sweep your eyes straight down the middle of the page or column until

*Quality is always remembered...*



**WILBUR-SUCHARD**  
**Chocolate**  
**COATINGS**

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you find in each paragraph the phrase that names the topic of the paragraph. Once the main idea is found, don't bother to read further. With a quick flash of your eyes, locate the important idea in the next paragraph, and so on. With practice you can become highly skilled in skimming for main ideas.

Should the author's pattern be the Question-Answer, the Opinion-Reasons or the Substantiated-Facts type, then you will find that any one of these particular patterns facilitates your skimming process in locating the important idea. Should the Question-Answer pattern be used, all you have to do is to skim until you find the answer. If the Opinion-Reason pattern is used, perhaps all you will care to do is to skim for the opinion, omitting the detailed reasons that follow. If the pattern used is that of Substantiated Facts, perhaps you will just skim for the main fact, and not bother about the several lines given over to substantiations.

Thus it is that you summon to your command many of the techniques which you have learned and use them as they serve you best in making fleeting surveys of reading material which you wish to cover in a hurry as a result of desire or necessity. This skill of skimming can be improved both in speed and understanding as well as any of the other skills which have been discussed.

#### Practice Exercise—Directions

You are only to take *one* minute in skimming this article. You will be asked one question on the main thought in each of the five paragraphs.

This is what you are to do during the one minute that you work with the article:

1. Glance at the title.
2. Decide upon the pattern of writing.
3. Formulate your purpose for reading the article.
4. Glance quickly at the sub-headings and be sure you grasp their significance.
5. In this case take in the first and perhaps second sentence of each paragraph with a swift glance, then proceed to sweep your eyes straight down through the middle of the rest of the paragraph, catching only what you can see in the middle of the line. It would be a good idea to skim the last sentence of each paragraph as a whole.

Glance at your watch, planning to stop in one minute.

Start!

#### What Was It?

#### *It Was Clearly a Petunia*

It all began some time ago when the days were still warm. The lady of the house started it by saying she would like to have a potted geranium in the kitchen window during the winter, since there would be no garden to look out upon until late next spring. Later, the gardener, inspecting a small bed where perennials for next season were taking root, found growing between two rows of carnations what clearly was a misplaced petunia—very small, very young and very determined. With a true gardener's sense of thrift, instead of pulling up and throwing away

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what clearly was a petunia, the gardener obtained a large flower pot, carefully lifted the plant into it and brought pot and plant into the house well before the first frost.

#### Entree to Kitchen Gained

As tactfully as possible the gardener suggested to the lady of the house that a potted petunia might be a more welcome addition to the kitchen window during the winter than a potted geranium. The lady of the house dumurred, commenting that she never had heard of anyone having a potted petunia in the kitchen. It was, however, such a small petunia that, resting in the center of the big flower pot, it had somewhat the appeal of a lost small child. The gardener thoughtfully observed that he had to put the petunia somewhere, and inquired if he might leave it in the kitchen until a better place could be found. As the days passed he observed with interest that what plainly was a petunia was being watered regularly and growing, and that he heard no more requests for geraniums—which, privately, he did not care much for anyway.

#### Unsettling Discovery Is Made

Some days later the gardener noted, casually, that what plainly was a petunia was growing rapidly, the picture of health. He mentioned the encouraging growth to the lady of the house, who, as if waiting for just this opening, asked if he would mind very much moving the plant, in its pot, to some more

desirable location, as its spreading leaves were beginning to get in the way at meal times. Obliging the gardener picked up the flower pot and moved it into the dining room window, as he did so getting a good view of the plant's leaves for the first time in weeks. What plainly had looked like a petunia when it was transplanted was beginning not to look like a petunia at all.

#### Gardener Forced to Confess

Having advertised his importation as a petunia the gardener was, understandably, reluctant to mention his discovery, and decided to let matters rest. Unfortunately, they did not rest long; the next day, looking out of the dining room window over her second cup of breakfast coffee, the lady of the house asked the gardener if he were sure that what he had planted in the pot was in fact a petunia. The gardener had to confess that whatever it was indeed did not now seem to be a petunia. It surely was not a geranium. It plainly was not a number of other things. But what it really was, he said, he did not know.

#### If Not a Petunia, Then What?

The gardener now wishes he had confessed nothing and had stuck to his story that this was a petunia. For the plant—now a foot tall with spoon-shaped leaves perhaps ten inches long—occupying a conspicuous place in the dining room, has become a conversation piece; all who come to dine ask about it, or if they fail to do so the lady of the house tells

CLASSIFIED ADVERTISING is designed to aid the candy man in finding a market for or source of used equipment, services and miscellaneous items. In replying to ads address: Box Number, The Manufacturing Confectioner, 418 N. Austin Blvd., Oak Park, Illinois. Minimum insertion is 3 lines, at 40¢ per line, 80¢ for bold face; not subject to agency discounts.



#### COLORED COATINGS

Add color to your package!

Bon Bon coatings in pink, green, peach, yellow and white.

Nu Coat  
Bon Bon  
Company

4338 N. Western Avenue  
Chicago 18, Illinois

For the very best, use . . .

**FLEISCHMANN'S**

**FANCY PECANS**

#### They look better

...Fleischmann's buyers have the experience needed to buy up the "pick" of the pecan crops.  
...you get true fancy quality in appearance, color, character and uniform grading!

#### They stay fresher

...Fleischmann's policy of all-year-round shelling and frequent direct deliveries means the pecans are fresher when you get them!

When it comes to quality pecans—  
Fleischmann is First

Fleischmann's Fancy Pecans  
Standard Brands Incorporated  
595 Madison Avenue, N. Y. C. 22, N. Y.  
Gentlemen:

I would like to learn more about the advantages of using Fleischmann's Fancy Pecans. Please have your representative call.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
Firm \_\_\_\_\_  
City and State \_\_\_\_\_

them the story of her "geranium," much to the gardener's discomfiture. The gardener, after consulting a number of books, has tentatively concluded that he is wintering a fine specimen of nicotiana, but he is not positive. If it is indeed nicotiana and grows no more rapidly than the nicotiana in last summer's garden it will be a long time before he can be sure. The gardener's only hope is that if he is nursing carefully an unidentified weed it will eventually bear large blossoms—resembling, preferably, geranium or petunia.

### Checking Your Comprehension

What did you get out of this article in one minute of skimming? See if you can answer these questions in as few words as possible.

1. What kind of a plant did the lady of the house want? \_\_\_\_\_
2. Who brought in something that was plainly a petunia? \_\_\_\_\_
3. What discovery did the gardener finally make? \_\_\_\_\_
4. Did the gardener finally identify the plant? \_\_\_\_\_
5. What did the gardener hope the blossoms would resemble?  
(Name two flowers) \_\_\_\_\_

Check your answers with the key below. You'll probably be surprised to find that you answered all of the questions correctly even though you spent but one minute in skimming the article.

### KEY

1. Geranium
2. Gardener
3. That it wasn't a petunia
4. No
5. Geranium or petunia

### Follow-Up Practice

Continue with your daily practice periods, and beginning with your next period, devote a part of your time to practice skimming. Skim to find an article that you want to read. Skim to locate a certain fact or figure that you want to find. Skim to get main ideas in a factual article. Skim to follow the trend of thought in easy, narrative material. Set short time limits such as one minute and see how much you can get out of an article in that time.

As you become more and more expert try the flashing from-top-to-bottom-of-the-page technique more frequently. With practice you can really become very skillful in gathering meanings through the use of one vertical sweep of your eyes right down through the middle of the page. When you can do this, you may know that you are an expert skimmer!

From a forthcoming book by Nila B. Smith, to be published by Prentice-Hall, Inc. Copyright 1956, by Prentice-Hall, Inc.

## Confectionery Brokers

### HERBERT M. SMITH

318 Palmer Drive  
NO. SYRACUSE, NEW YORK  
Terr.: New York State

### W. E. HARRELSON ASSOCIATES

Candies Only  
5308 Tuckahoe Ave.—Phone 87-2436  
Richmond 16, Va.  
Territory: Virginia, West Virginia,  
North and South Carolina.  
Five Associates:  
Nelson I. Bowden, Lloyd C. Fulmer,  
Wm. F. Dawson, W. E. Harrelson,  
N. A. Lingon.  
Specializing on Chains, Varieties,  
and Super-Markets, and Conf. and  
Tobacco Jobbers.

### SAMUEL SMITH

2500 Patterson Ave. Phone 22316  
Manufacturers' Representative  
WINSTON-SALEM 4, N. CAR.  
Terr.: Virginia, N. Carolina,  
S. Carolina

### FRANK Z. SMITH, LTD.

Manufacturers Sales Agents  
1500 Active Distributors  
Box 24, Camp Taylor  
LOUISVILLE 13, KENTUCKY  
Terr.: Kentucky, Tennessee and  
Indiana

### FELIX D. BRIGHT & SON

Candy Specialties  
P. O. Box 177—Phone 8-4097  
NASHVILLE 1, TENNESSEE  
Terr.: Kentucky, Tennessee, Ala-  
bama, Mississippi, Louisiana

### G & Z BROKERAGE COMPANY

New Mexico—Arizona El Paso  
County Texas  
P. O. Box 327 ALBUQUERQUE  
N. Mex.

Personal service to 183 jobbers,  
super-markets and department  
stores. Backed by 26 years experi-  
ence in the confectionery field. We  
call on every account personally  
every six weeks. Candy is our busi-  
ness.

### LIBERMAN SALES COMPANY

324 Joshua Green Bldg.  
1425 Fourth Ave.  
SEATTLE 1, WASHINGTON  
I. Liberman Cliff Liberman  
Terr.: Wash., Ore., Mont., Ida.,  
Utah

### HARRY N. NELSON CO.

545 Folsom Street  
SAN FRANCISCO 7, CALIF.  
Established 1906  
Sell Wholesale Trade Only  
Terr.: Eleven Western States

### RALPH W. UNGER & RICHARD H. BROWN

923 East 3rd St.  
Phone: MU. 4495  
LOS ANGELES 13, CALIFORNIA  
Terr.: Calif., Ariz., N. Mex.,  
West Texas & Nevada

## A SUGAR WORLD

Recently, the Sugar Research Foundation said, "One day you will wear sugar, wash with sugar, use sugar in plastics and in paints, spray it on plants, feed it to animals and in addition, eat it, too!"

All of us welcome such news of a dynamic, growing sugar world. But, we also welcome the challenge it presents . . . planning today for our clients' increased needs of tomorrow. We do this with attention to detail and evaluating facts—staying on top of the market—all to give the best brokerage service available.

You can convince yourself of our fine service also. All you have to do is compare!

Setting the pace with  
better service

### CHARLES FUCHS & CO.

#### SUGAR BROKERS

120 Wall St., N. Y. 5, N. Y.  
Bowling Green 9-7171

Member  
N. Y. Coffee & Sugar Exchange, Inc.

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ONER

# The MANUFACTURING CONFECTIONER'S *Clearing House*



## MACHINERY FOR SALE

### FOR SALE

Model S #3 Savage Fire Mixers.  
50 gal. Model F-6 Savage Tilting Mixers, stainless kettle.  
200 lb. Savage Flat Top Marshmallow Beaters.  
Friend Bostonian Model and Merrow Cut-Rol Cream Center Machines.  
50" two cylinder Werner Beater.  
1000 lb. Werner Syrup Cooler.  
200 lb. to 2000 lb. Chocolate Melters.  
Simplex Gas Vacuum Cooker.  
Simplex Steam Vacuum Cooker.  
600 lb. Continuous Vacuum Cooker.  
Form 3 and Form 6 Hildreth and Factory Model American Pullers.  
8" and 7" York Batch Rollers.  
National Model AB Steel Mogul.  
National Wood Starch Buck.  
38" Copper Revolving Pans.  
Ball and Dayton Cream Beaters.  
100 gal. Copper Mixing Kettle with Double Action Agitator.  
We guarantee completely rebuilt.

### SAVAGE BROS. CO.

2636 Gladys Ave. Chicago 12, Ill.

FOR SALE: Handy One Man Triumph hand roll type center depositor, stainless steel. Latest model, 24,000 pieces per hour, rigid steel frame, bronze bearings, like new, used only few weeks, crated ready to ship; ball type Racine Snow Plow cream beater and motor, inside, 62" wide, 7" deep, capacity 300 pounds, 5 H.P. 3-phase motor, perfect condition (both motor and beater), crated ready to ship; Mills hand drop machine, first class condition, two sets bronze rollers (for two size oval pieces). Like new, \$25; gas batch warmer, excellent condition, \$10; nut cooker, excellent condition, \$10. Barbara Fritchie Shoppes, Frederick, Md.

FOR SALE: 1 Girdler Votator, and parts for improved wood mogul. Fred W. Amend Co., Danville, Ill.

FOR SALE: 50' Economy Tunnel, 32" wide, with compressor; Fitzpatrick Model D Communitator; Rose 500 Machine, 1/2" x 1 1/4". Box 963 The MANUFACTURING CONFECTIONER.

FOR SALE: Hudson Sharp 2W6, side feed, for bar 1 1/4" x 3 1/4" x 3/4"; TL-A Machine used very little; Thos. Mills Jap Cutter. Box 965 The MANUFACTURING CONFECTIONER.

FOR SALE: Hohberger Continuous Cream Machine. Box 966 The MANUFACTURING CONFECTIONER.

## MACHINERY FOR SALE

FOR SALE: 22-B individual piece Wrapper; Racine Super Duplex Sucker Machine, excellent condition; Simplex Steam Vacuum Cooker; Wrap-Ade lolly-pop Wrapper; LP-3 Package Machinery Pop Wrapper. Box 964 The MANUFACTURING CONFECTIONER.

FOR SALE: 1 High Speed Rose Twist wrapping machine No. 500 which will wrap a piece 1 1/4 x 1/2 round; 1 EP Sucker machine with conveyor and 3 sets of rollers. Box 961 The MANUFACTURING CONFECTIONER.

FOR SALE: CLOSE OUT-30 Helmeo warmers #105 with china bowl #96, unused, in original cartons. Our cost \$17.05 net, will sell lot for \$300.00 prepaid. Box 967 The MANUFACTURING CONFECTIONER.

FOR SALE: 1 32" National Enrober. 2-Peerless Plastic Machines with 1 die each. 6-York Batch Rollers. 2-Old type Hansella Batch Rollers. 2-1000 lb. National Chocolate Kettles. 1-800 lb. Duplex Chocolate Kettle. 1-Hudson Sharp Wrapping Machine with electric eye. 1-2 Barrel Reade Dough Mixer. 1-Hohberger Continuous Cooker. 2-10 HP Mears Kane Steam Boiler. 2-Lynch Wrapper with card feed and electric eye. Gold Medal Candy Corp., 2849-67 W. 8th St., Brooklyn 24, N. Y.

## MACHINERY WANTED

WANTED: 2W6 Camel Hudson-Sharp wrapping machine. Please state condition, quotation and where machine may be inspected. Box 862 The MANUFACTURING CONFECTIONER.

WANTED: 150 gal. Stainless Steel, 100 lb. Steam Pressure, open top, bottom outlet, Steam Kettle; Lynch Wrap-O-Matic wrapping machines with side arm feed and electric eye; 80 quart Reed heavy duty vertical Mixers. Box 969 The MANUFACTURING CONFECTIONER.

## LINES WANTED

CANDY AND ALLIED LINES for Western Pennsylvania. Twenty years experience same territory. Box 1255. The MANUFACTURING CONFECTIONER.

BROKER WANTS LINE of penny goods and bubble gum for wholesale trade. Box 763. The MANUFACTURING CONFECTIONER.

## POSITIONS WANTED

FOREMAN, now employed wishes to make a change. 30 years experience in general candy pan line, and technologist in Bubble Chewing Gum Base. Top quality finishing and 100% high humidity resistance. Also will go to teach anywhere in foreign countries. Will furnish highest grade references from this state and foreign countries. Box 272 The MANUFACTURING CONFECTIONER.

CANDYMAKER, over thirty years' experience desires position as an all-round retail or wholesale candyman. Able to take full charge. Best of references. Box 968 The MANUFACTURING CONFECTIONER.

CANDY & FOOD TECHNOLOGIST, with wide experience in the development, production, and technical control of a complete line of confectionery and chocolate products, as well as numerous other foods, desires a position of responsibility. Box 962 The MANUFACTURING CONFECTIONER.

## MISCELLANEOUS

FOLDING CANDY BOXES: All sizes carried in stock for prompt delivery. Plain, Stock Print or Specially printed. Write for our new catalog of Every-Day and Holiday Fancy Boxes, and all Paper Products used in the manufacture and packaging of candies. PAPER GOODS COMPANY, INC., 270 Albany Street, Cambridge 39, Mass.

FOR SALE: 150,000 Dobeckmun 450 MST Cellophane bags, size 3 1/2 x 7 1/2 x 1. No reasonable offer refused on part or entire lot. Box 863 The MANUFACTURING CONFECTIONER.

## WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

**"Cellophane"**  
**BAGS**

SHEETS • ROLLS • SHREDDINGS

Cellophane rolls 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Glassine Bags, Sheets & Rolls

Diamond "Cellophane" Products

Harry L. Diamond Robert L. Brown  
"At Your Service"  
74 E. 28th St., Chicago 16, Illinois



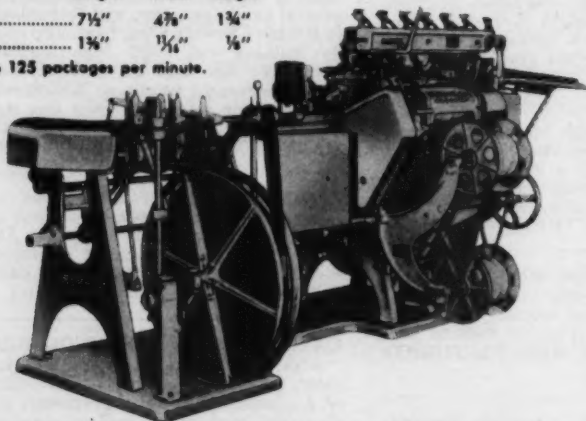
*Just Secured*

# Very Latest • Most Modern WRAPPING MACHINES

Lynch WRAP-O-MATIC Model PB Straight Intake Wrapping Machine. With Electric Eye. With and without Cardboard Roll Feed. Several machines are equipped with Multiple Stack Magazine Feeders.

SIZE RANGE	Length	Width	Height
Maximum.....	71½"	47½"	13½"
Minimum.....	13½"	13½"	13½"

Speeds: Up to 125 packages per minute.



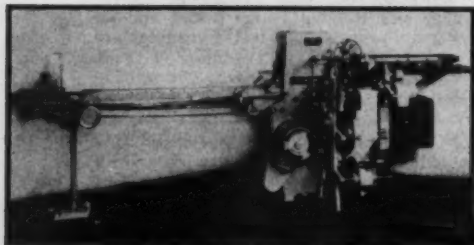
## INSPECTION INVITED

power demonstration can be arranged by appointment

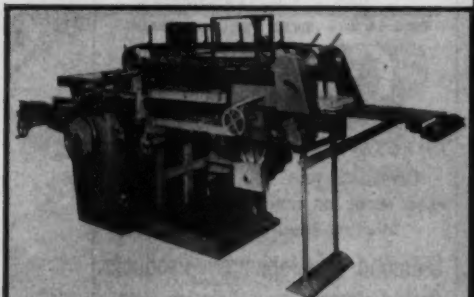
*Act Now!*

These Offerings Are Subject  
To Prior Sale

Write, Wire, Phone Collect  
For Full Details and Quotations



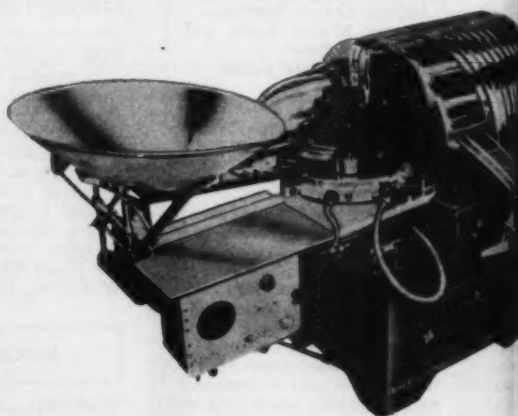
Package Machinery Co. Model DF Bar or Package Wrapper with Electric Eye.



Package Machinery Co. Model FA, FA2, FA3, FA4 Box Wrappers. With and without Electric Eyes. Roll or Sheet Feed. These machines will be set and guaranteed to wrap your size package.

*At Great Savings*

**PROMPT DELIVERIES**  
In Time For Your  
Fall Production!



Rose I. S. T. Twist Wrapping Machine for various pre-form shapes.  
Twist wraps pre-formed pieces automatically at speeds up to 160 per minute.

## The World's LARGEST STOCK of Modern Rebuilt and Guaranteed PACKAGING MACHINERY

No matter what you wish to wrap, we have a machine for you.

Send us samples of your products and tell us your packaging requirements. We will assist you in choosing the type of machine best suited for your needs.

Don't delay... Write us today!

**Union Confectionery Machinery Co., Inc.**

318-322 Lafayette St.  
New York 12, N. Y.

167 N. May St.  
Chicago, Ill.



Ambro  
Americ  
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Armou  
Atlas  
Beich,  
The B  
Blanke  
Pres  
Bradsh  
Brewer  
Burke  
W. J. I  
Califor  
Excl  
Cleary  
Clinton  
Com  
Corn I  
Dodge  
P. R. I  
Acme  
The A  
Com  
Baywo  
Buhler  
Burns,  
Burrell  
Carle  
Fred S  
Cincin  
Confec  
Corrig  
Currie

Americ  
Bakeli  
Basca  
Battle  
Inc.  
Clark,  
Conti  
Cooper  
Daniel  
Diamo  
Dow C  
Genera  
Mat  
C. G.  
Hayse  
for S





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Advertisements of suppliers are a vital part of the industrial publication's service to its readers. The following firms are serving the readers of *The Manufacturing Confectioner* by placing their advertisements on its pages. The messages of these suppliers are certainly a part of the literature of the industry. Advertising space in *The Manufacturing Confectioner* is available only to firms supplying equipment, materials, and services for the use of confectionery manufacturers.



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# doodlings

by tom sullivan

PERSONAL INCOME of Americans rose in June to an annual rate of \$324 billions, a jump of almost \$1.5 billion over May, according to the U.S. Department of Commerce.

So you see, your piddling 100 Grand a year ain't nothin' compared to the earnings of the rest of us.

REGARDLESS of the forgoing hypo from the USDC, things is really getting tough, as spokesmen for the party of the people have been telling us right along. And we mean tough! Only 145 Americans earned \$1 million each, or more, in 1953. In 1952 there were 148 individuals in that bracket. The postwar record, set in 1950, was 219.

OH, WELL, it's only money. Which somehow or other recalls the line about "the corroding task of contemplating one's own sorrow."

EDWARD R. MURROW is quoted as saying:

"The obscure we see eventually. The completely apparent takes longer."

Nevertheless, to some folks, a certain publicist has appeared at times to have no trouble obscuring the obvious without ever getting—or possibly wanting—to see it.

A CANDY MANUFACTURER who'd prefer not to be named, recently remarked:

"The hardest time to keep your chin up is after you've stuck your neck out."

Even Mr. Stassen may agree.

BACK IN OUR cub reporting days, the star on our staff never paid for a hair cut. As press agent for a tonsorialist, he used to get clipped for free and the job was just as good as if he had done it himself.

Down on the Jersey shore you can get a light trim for a buck and a half and even the boss barber will not only palm you for a half dollar tip, but bone you for one of your Reed's peppermints.

JAMES F. LINCOLN tells us in *Forbes*:

"Latent abilities are like clay. It can be mud on shoes, brick in a building or a statue that will inspire all who see it. The clay is the same. The result is dependent on how it is used."

Here's "mud in your eye."



FROM THE ANTIPODES we learn that, "It's tough to be conservative when the money's rolling in—and tough to be progressive when the golden shower slackens."

This may or may not explain seemingly sudden "reactionary" attitude toward some candy campaigns.

SUCCESS, like beauty, is often only skin deep. Ask any reformed gyp.

MANY A SUCCESS story has been written by men whom it has completely escaped. We recall one of them who even put out a magazine of the name and didn't have to live too long to see it get a BBB rating. Thrice bankrupt.

MORE ABOUT SUCCESS. A latter-day writer says:

"A successful man cannot spend his time talking about the past. Or about the future. He does not possess the past, it is gone. He does not possess the future. It isn't here. His only possession is now—and he must make the most of it."

Well, how about the historians, lecturers, newspapermen and . . . politicians? Many of them find it very profitable dealing in the past.

And how about the soothsayers, the pollsters, the market forecasters, public relations men for automation and . . . politicians? They spend plenty of time mooning about the future and many of them develop hordes of followers and fat bank accounts.

Again, to say that the successful man does not possess the past, because it is gone, is to ignore the undertaker—probably the richest man in town—and to write off St. Peter and even the devil himself.

And again, if you persist in believing that the successful man does not possess the future, because it isn't here, you are imprudently discounting the many successes among the fraternity of advertising agents.

So, let some of us, having now as our only possession, make the most of it *manana*, if we forgot to do so yesterday.

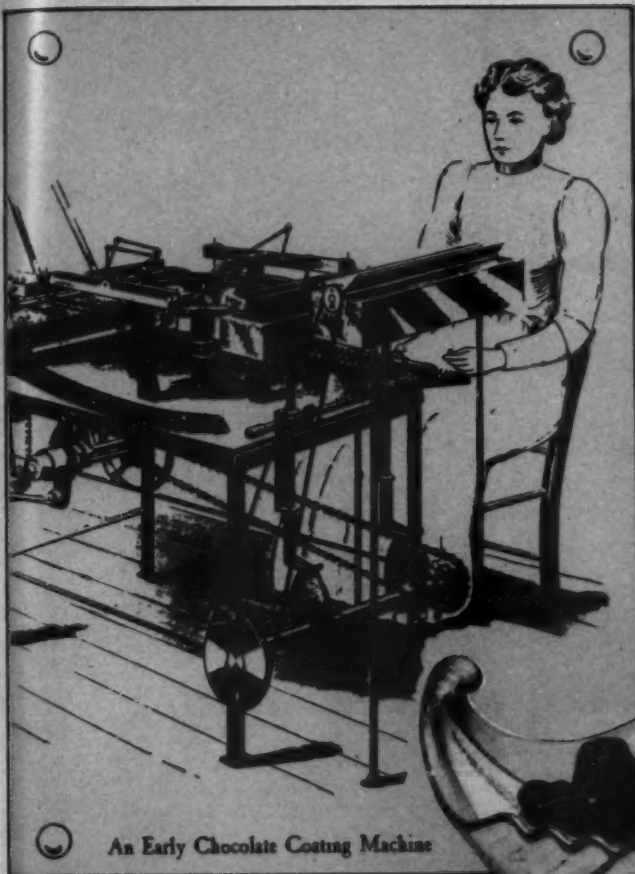
HERE'S ONE some friend of yours may want to bring home. It's from the *Iowa Agriculturist*:

"Every woman should remember that no man likes to come to a dinner of cold shoulder and hot tongue."

HERE ENDS our summer season "doodlings." A reader participation series starts in next issue.

So-o-o, if you want to get rid of any or all of your problems—any except your wife—just toss 'em over to us for solution.

In no instance will your name be revealed unless you specifically request it, whereupon a small fee will be charged for the answer, whether it's the right answer or the wrong one. This latter is an angle which in no way conflicts with the consultant's code.



An Early Chocolate Coating Machine



ODAY, AS FOR 90 YEARS, JUST ONE QUALITY...THE FINEST

PETER'S • RUNKEL'S

**NESTLÉ'S**


THE NESTLÉ COMPANY, INC.

2 WILLIAM STREET • WHITE PLAINS, N. Y.

®Trade Mark Reg.

WAREHOUSES:

Allanta • Cambridge, Mass. • Chicago • Cincinnati • Cleveland • Dallas • Denver • Detroit • East Hartford, Conn. • Fulton, N. Y.—Factory • Jacksonville • Kansas City, Mo. • Los Angeles • Milwaukee • Minneapolis • New Orleans



Clean, stainless steel everywhere, for Norda Nodes—as the top of the cyclone collectors shows here.

Nothing's known like Norda Nodes...  
spray-dried for you by Norda

Does Norda know more about making superior spray-dried flavors for you than anyone else in the business?

Let quality answer that question. Test Norda Nodes yourself.


Norda Nodes are spray-dried flavors produced with great efficiency in a plant considered a model of the best in modern spray-drying.

Norda Nodes insure your mixes long-lasting, *in-grown*, pure fruit flavor, because the true, original Norda Flavors have been *in-blown*, locked in colloid-coated minute Norda Nodes—flavor “buds”—and cannot escape until liquids are added.

The rich, real flavor you put in your product reaches the user unchanged.

Send on your letterhead for *free samples* of Norda Nodes.

**“Flavor it with a Favorite”  
Norda Nodes**



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New York 1, New York

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